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# THE NATIONAL PROVISIONER

*The Magazine of the Meat Packing and Allied Industries*



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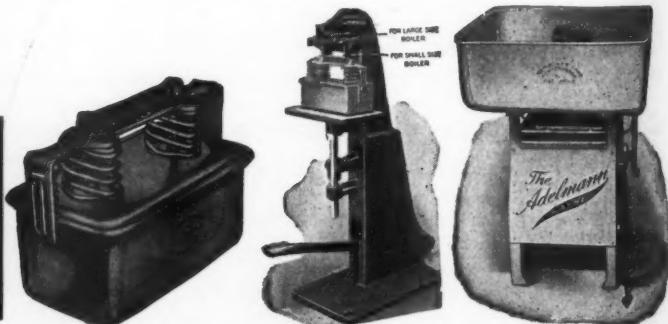
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# If you use spray brine refrigeration you can make these substantial savings

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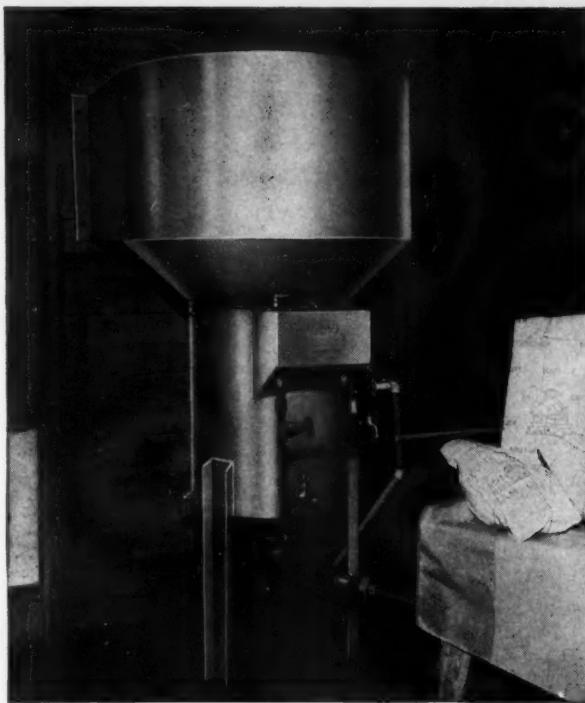
YOU KNOW from experience what the proper strength of circulating brine should be in your own refrigeration system to give efficient refrigeration and keep meat shrinkage at the lowest practical point. Knowing this proper strength of brine, do you also know how to keep it at that one, unvarying exact point day after day, week after week, surely and automatically?

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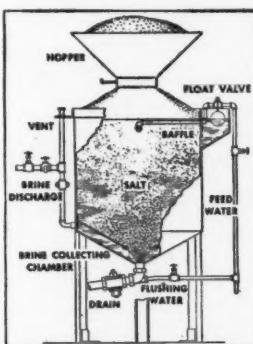
By re-strengthening spray brine with The Lixate Process, you may save as much as 1/4 of 1% of the total weight of all meat in the chill room. In addition, you save up to 14% or more in salt consumption, due to the constant strength of brine as compared with overflow losses from intermittent additions of salt. The Lixate Process also cleans up all brine in the entire system—eliminating foreign material and insolubles and thus reducing the refrigeration load. Brine is so clear that it can be salvaged for such packing house uses as brining hides, skins and slunks, or regenerating a zeolite water softener.

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## • SPRAY BRINE INSTALLATION

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## • AUTOMATIC OPERATION

This diagram shows the automatic operation of The Lixate Process. Salt of the recommended grade, placed in a hopper, flows by gravity to the Lixator. Water enters through a spray nozzle at the top, dissolves the salt without agitation and becomes fully saturated brine. Brine is self-filtered and crystal clear. It rises through a collecting chamber and flows to a storage tank where it is always on hand for pumping or piping by gravity to any part of the plant. For re-strengthening spray brine, the circulating brine is by-passed through the Lixator under automatic controls.

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## The LIXATE Process for making brine

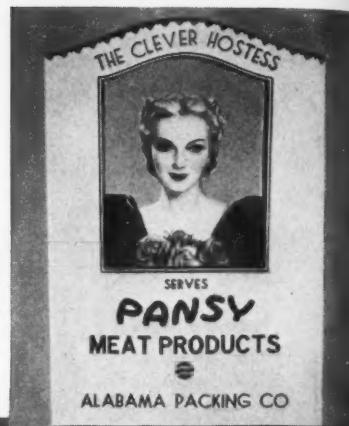
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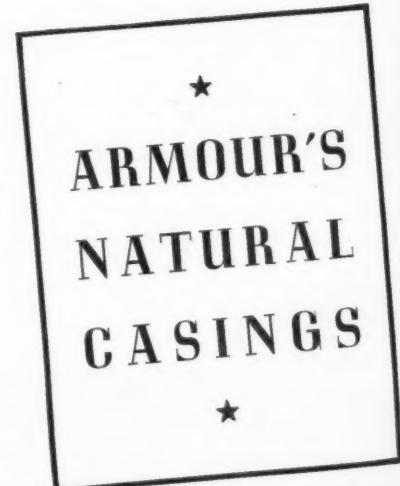
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1. **LOOKS**—The elasticity of these casings keeps your sausage looking fresh, firm and smooth.
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3. **PROFITS**—Because good looks make the first sale and good flavor brings repeat business. Those are the two essentials of better business—and profits.



# THE NATIONAL PROVISIONER

*The Magazine of the Meat Packing and Allied Industries*

Volume 104

MAY 31, 1941

Number 22

## Power Plant Ignorance Costs Money

A REPRESENTATIVE of this publication recently attempted to discuss meat plant power house matters with a number of midwestern packers. Only one of the eight interviewed knew how many pounds of steam his boiler room was generating per pound of coal burned, the cost of generating 1,000 lbs. of steam, flue gas temperatures, amount of  $\text{CO}_2$  in the flue gas and other important operating information. Not only did the others possess no facts necessary for effective power plant supervision, but they evinced little or no interest in their boiler or engine rooms, or in the possibility that large preventable losses might be occurring in them.

This indifference toward the packinghouse power plant is shown by a large percentage of all packers. It is mainly responsible, THE NATIONAL PROVISIONER has come to believe, for the large preventable losses which occur day after day in so many meat plant boiler and engine rooms.

We do not believe that those responsible for economical and efficient operation of a meat packing plant are unaware of the possibility that large losses may occur in a department which is inadequately supervised. However, few meat plant managers and superintendents are technically trained, and power plant losses, unlike the familiar factors of shrink and yield, cannot be observed or detected readily by one not grounded in the theory and practice of steam and power generation.

In lieu of attempting to supervise operations about which they are likely to be ill-informed, packers often employ an operating engineer whom they believe capable, and leave the job of getting maximum performance from the equipment entirely up to him.

Results of such a policy might be acceptable if the operating crew were given sympathetic encouragement and provided with facilities for collecting essential information and data with which to determine correct operating procedure. When encouragement and cooperation are withheld, however, the operating crew is likely to adopt management's attitude and to show no more and no less interest than seems to be expected.

High costs will continue in packinghouse power plants until packers change their attitude toward this department and favor it with the close attention and interested supervision they give to other divisions of the business. Packers should know

what power plant results are possible, how closely possibilities are being approached and the steps to be taken to improve results.

If they are unwilling to prepare themselves for this duty, then their next best bet is to retain a consulting engineer to survey the plant, make operating recommendations and check operating data periodically. Only a small percentage of his time would be required, and, in most instances, the cost would be nominal. His interest in the job may be taken for granted, since he would retain the plant as a permanent client only if he succeeded in making worthwhile savings and maintaining operations at a high efficiency level.

• • •

## Old Standbys in Cans

CANNED meats continue to increase in popularity. Among the factors responsible for growing consumer acceptance of these products is their convenience. The housewife need spend little time and effort in preparing them for the table; all that is necessary is to heat before serving.

With women less inclined than ever to spend their days in the kitchen, one can foresee the interest they might give to many of the popular cuts if they were put up in cans like hams. If hams and whole chickens in cans find a place in the domestic economy of thousands of homes, why not pot roasts, stews, leg of lamb, etc.?

Smaller families, the trend toward apartment living in larger cities, and the growing number of women in business and professional pursuits suggest that some of the old standby meat dishes in cans would be welcome.

Roast beef, for example, is relished by almost everyone. Cooking this cut takes time and requires attention and it does not pay the business woman who does her own cooking to prepare it. A rolled rib roast, or even a fat rump roast, cooked in a can and ready to serve after warming might make many friends. A canned pork roast or a canned cured pork loin might be other possibilities.

Production of such canned meats doubtless entails processing difficulties; however, these should not be insurmountable.

Consumers who would buy and use the more expensive canned meat products would not worry greatly about prices, if they were within reason, but they would be very critical of quality. The packer who produced such a line would find his success dependent on good merchandise. Quality always commands a good price.

# Processing and Packaging New Fat Back Bacon

## II.

scrubbed with a warm solution of soda. All the surface of each strip should be cleaned thoroughly.

Soaking in warm water removes excess salt and improves the flavor of the meat. The soda washing solution should be 5 to 10 degs. F. warmer than the soaking water. After scrubbing, the strips should be rinsed in clear, cold water and can then be processed in a light or heavy smoke.

Shrink from green weight during smoking will be approximately 13 per cent and there will be a further shrink of about 2 per cent after the strips come out of the smokehouse and before they are sold. For each 100 lbs. of strips processed, the packer can expect to sell about 85.26 lbs.

Fat back bacon is skinned before curing; otherwise, curing and smoking are carried on in the same manner as was described for strips. Smoked fat bacon to be delivered in slab form is sent to the cooler and may be sold wrapped or unwrapped.

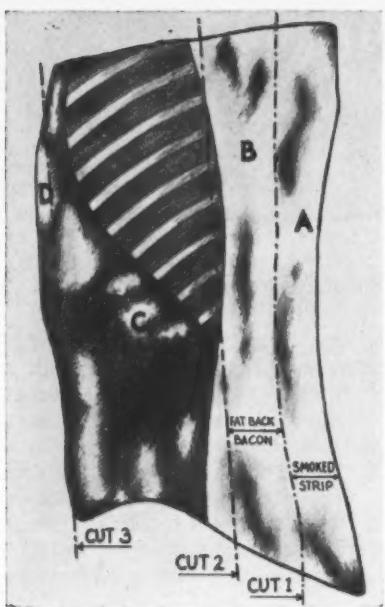
Approximately 81 lbs. of slab fat

or all of the forms illustrated here.

The solid pack (see Figure 2) can be enclosed in parchment, transparent cellulose or glassine paper. A half-pound packaged in this form will measure 4 in. by 2 in. by 1½ in. This pack is easy to make, handle and wrap and has considerable sales appeal. Four sides present a pleasing smoked surface, while the two remaining sides are clear white mixed with lean.

Another consumer package which might be used is similar to the conventional sliced bacon package. It employs a wrapper of transparent cellulose or glassine paper (Figure 3) and will measure 4 in. by 4 in. by ½ in., or if two slices are placed side by side, the double package will be 8½ in. by 3 in. by ½ in.

The third suggested type of wrapping is a platter style package measuring 12 in. by 6 in. The slices are placed



PACKERS and operating men who read the article on pork cutting published in the March 29 issue of THE NATIONAL PROVISIONER will recall that two new cuts were suggested—fat back bacon and smoked fat back strips—and that the methods of making these cuts were described and illustrated.

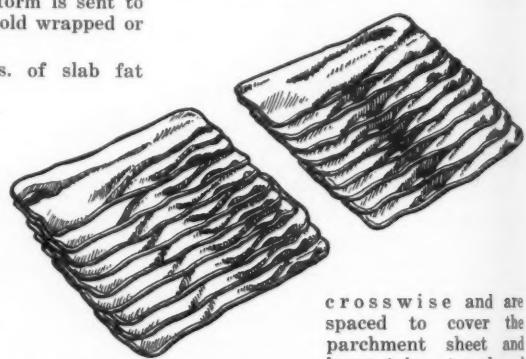
These two cuts are made by dividing the fat back. The line of separation is governed by the width of the fat back when this cut is less than 6 in. wide. In all cases, the skinless fat bacon, designated as B in Figure 1, should have a minimum width of 3 in. When the fat back is 6 in. wide or wider, cut No. 1 is made through the center of the fat back. If the division is made properly, neither strip will need trimming and both pieces may be sent directly to the curing cellar.

The following suggestions have been made for processing fatback strips:

The strips, with skin on, are graded according to weight and thickness and the dry or sweet pickle cure to be used. When they come out of cure they are soaked in warm water for a period, the duration of which depends on strength of pickle and length of cure and are

FIGURE 3.—  
SHINGLED, SINGLE  
OR DOUBLE

This pack is similar to the conventional method of packaging sliced bacon and can be made single or double.



crosswise and are spaced to cover the parchment sheet and leave 1 in. at each end

for folding and anchoring (Figure 4). If a wider platter style package is preferred, two slices may be placed side by side.

The next article in this series will deal with a suggested change in loin shape, yielding a cut with better appearance. It will appear in an early issue. Watch for it.

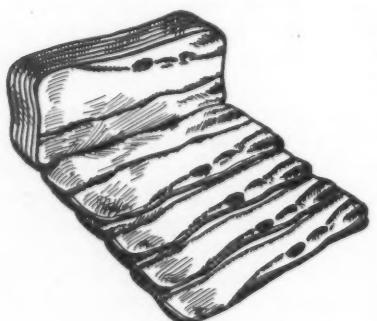


FIGURE 2.—SOLID PACK

back bacon can be produced from each 100 lbs. of green backs with the skin on. The rinds removed will weigh 5 lbs. per cwt. Smokehouse shrink will be 13 per cent, so that for each 95 lbs. of backs going into smoke, 82.65 lbs. of smoked product will result. There will also be 2 per cent shrink (1.65 lbs.) in the cooler before the product is sold.

Yield of sliced fat back bacon will average about 76.14 lbs. per cwt. of green fat backs with the skin on. Skinning, smoking and cooler shrink will be approximately the same as for slab back bacon. There is additional loss during slicing, including throw-out slices and ends.

Fat back bacon for slicing and packaging is handled much like regular bacon; that is, it is chilled and molded before slicing. The slicer should be set to produce seven to eight slices per inch. Two pieces can be sliced at one time if the width of the slicer machine carriage permits. The slices, normally 3 in. to 4 in. long, 1 in. to 2 in. wide and ½ in. thick make a compact package and might be offered for sale in one

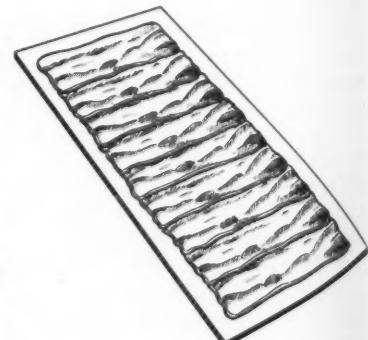


FIGURE 4.—PLATTER STYLE

# SELECTION OF FOODS FOR SATISFYING ENERGY NEEDS

By C. ROBERT MOULTON

Consulting Editor, *The National Provisioner*

XXI.

**I**F ALL the body's specific requirements for minerals, vitamins, amino acids, fatty acids, or other essential food elements were satisfied by what one ate there would appear to be little need for concern over the source of the calories consumed to meet the body's need for energy. However, it has long been customary to state the proportion of the total energy needs which should, in the opinion of the authority quoted, be satisfied by the intake of fat, starch or protein.

This custom dates back to the time of the early dietary surveys of Voit, Atwater and others. Voit suggested that a man at moderate work should be allowed 118 grams of protein, 56 grams of fat, and 500 grams of carbohydrate. When the grams of protein and carbohydrate are multiplied by four, and the grams of fat by nine, it will be found that such a diet would supply approximately 3,000 calories.

Somewhat more than 66 per cent of the total calories would be supplied by the carbohydrate and about 16 per cent each by protein and fat. Other dietary research workers have recommended less protein, the proportion running from 15 down to 10 per cent of the total calories.

## Apportioning the Calories

In some technical circles, especially in home economics groups, it has been the fashion to state that from 10 to 15 per cent of the total calories consumed should be in the form of protein, about 35 per cent in the form of fat, and the remainder as carbohydrate. However, very few modern civilized people, at least city dwellers, care to consume that much fat. Furthermore, there is no fundamental justification for any particular distribution among the three main classes of food stuffs. The modern nutrition authority is more desirous of stating the need for particular food ingredients, such as vitamins, minerals, amino acids, fatty acids, and energy, and to allow choice to dictate just how these needs are met.

The Eskimo on his native diet subsists chiefly or entirely on various meats and fish. In so doing he gets about 20 per cent of his calorie needs in the form of protein and the remainder in the form of fat. The carbohydrate would be negligible. Vegetarians may eat as little as 8 per cent of their calories in the form of protein and as much as 70 or more per cent in the form of carbohydrate. Under the conditions which exist in the United States neither of

these extremes is found, except among a few faddists.

Such cereals as wheat and corn are among the cheapest foods, and this is one reason why a rather large proportion of the modern civilized man's diet consists of such foods or products made from them. Sugar is also relatively cheap, and so are such facts as lard,

and sugar or other carbohydrates account for most of the calories present. Foods high in water are low in calories, and those high in starch or sugar are relatively rich in calories.

Many of the foods shown in the preceding tables are not bought by the pound and seldom are they eaten by the pound. From the point of view of the one eating the food it is more desirable to give the number of calories furnished by an average serving. The third table gives data of this type. While many of the meats stand at the top of this table, one must not erroneously conclude that a large proportion of daily calorie needs are or should be supplied by meat. It is

## CALORIE CONTENT OF THE EDIBLE PORTION OF COMMON FOODS

Food	Calories per lb.
Lard	4,080
Olive or salad oil	4,080
Salt pork	3,550
Butter, margarine	3,330
Nuts	2,900-3,200
Bacon	2,840
Cheese	1,860
Cream	900-1,730
Beef	650-1,750
Pork	875-1,550
Mutton	863-1,443
Lamb	876-1,385
Veal	690-817
Eggs	672
Fish	315-644
Milk	314

Food	Calories per lb.
Sugar	1,814
Barley, rice, flour, wheat	1,590-1,635
Beans, lentils, peas (dried)	1,565-1,612
Sweet potatoes	565
Bananas	445
Potatoes, white	385
Apples	285
Canned peas	251
Oranges	233
String beans	190
Beets	180
Turnips	155
Cabbage	134
Asparagus	120
Green leafy vegetables	90-160

corn oil or cottonseed oil. Thus it is economically advantageous to satisfy most of body's calorie needs by using these low cost foods, but the shortcomings of these foods must be kept in mind if the person is to achieve a good state of nutrition.

The three types of foods just listed are not well supplied with vitamins or minerals, and they are low in protein. Also—at least when white flour is used—they are low in indigestible residue. Such material is desirable to give sufficient bulk to food residues in the lower bowel in order to assure proper removal of fecal matter. Consequently, foods low in calories and low in protein, such as the fruits and the green leafy and yellow vegetables, must be included in the diet if good health is desired.

## Calories in Wartime

With these needs in mind the tables of calorie values of foods may be used as an aid in selecting an adequate diet. Vitamins, minerals, and amino acids are necessary, but so are calories. In times of stress, such as exist during long wars, total calories may become nearly as important as the other factors.

The accompanying tables give the energy content of some common foods. The first table shows those foods in which the calorie content is chiefly dependent upon the percentage of fat they contain. The wide spread of values shown by the meats is a result of differences in their fat content. Lean meats may have less than 700 calories per pound, fat meats may contain up to 1,600 calories per pound, and bacon and salt pork still more.

The second table gives the cereals, vegetables, and fruits in which starch

true that fat meats are rather rich in calories, but, on the other hand, lean meats furnish only a modest portion. It would be impossible to get fat by eating lean meat.

## CALORIE CONTENT OF TYPICAL SERVINGS OF SOME COMMON FOODS

Food	Size of Serving	Calories
Pork	.4 oz.	402
Beef	.4 oz.	369
Lamb	.4 oz.	367
Fowl	.4 oz.	267
Lean meat	.4 oz.	210
Veal	.4 oz.	186
Beef, strictly lean	.4 oz.	162
Liver	.4 oz.	177
Fish, fat	.4 oz.	177
Fish, lean	.4 oz.	100
Milk	1 glass	138
Lard	1/2 oz.	126
Butter, margarine	1/2 oz.	107
Beans, peas,		
Legumes, dried	.1 oz.	103
Nuts	1/2 oz.	100
Bananas	3 1/2 oz. (1 banana)	96
Fruit, dried	.1 oz.	89
Vegetables, fresh	3 1/2 oz.	89
Cheese	1/2 oz.	89
Cereals	1/4 oz. (1/2 cup cooked)	78
Bread	1 slice	76
Eggs	1 egg	75
Orange, apple	1 average	60-70
Sugar	2 teaspoons	40

The term "balanced diet" is commonly used. It would seem to imply that there are definite proportions in which one should consume certain types of food or food ingredients. The statement of the proportion of the calories which should be taken, or is commonly found to be taken, from each of the three classes of food, is an attempt to satisfy this idea. Again it might mean that the acid-forming minerals should be balanced by alkali-forming minerals, or it might mean that certain more desirable ingredients should be used to offset other less desirable ones.

As a matter of fact, the balanced diet idea is fast moving into the background and may finally disappear altogether. In its place will come the adequate diet

which will meet the daily requirement for each mineral, vitamin, amino acid, fatty acid or other necessary food element. Or, still better, the optimum diet may come upon the scene as an ideal.

All of this may be hard to apply in practice. A few rather simple rules may help. One should use fresh fruits and green leafy or yellow vegetables daily. Next, milk, butter, cream, and eggs should find a daily place on the menu. Such high quality protein foods as meat, fowl, and fish should be included. Finally, cereal foods should be relied on to furnish the greater part of the calories; it will be well to use "enriched" or whole grain cereals in large part. Sugars and fats other than butter may then be employed to fill calorie needs.

### Price Ceiling Placed on Light Native Cow Hides

A mandatory price ceiling, basis 15c for July light native cows, will be imposed "to stop unreasonable price advances resulting from price speculation and unwarranted inventory holdings," it was announced this week by the Office of Price Administration and Civilian Supply, which also stated it hoped this ceiling would bring prices of other types of hides into line, but that, if it did not, maximum prices would be imposed on them.

The announcement of the ceiling was made in conjunction with a statement by the purchase division of the Office of Production Management that all bids on 1,000,008 pairs of service shoes and 283,816 pairs of CCC shoes had been rejected. The bids, ranging from \$3.42 to \$3.63 per pair for all-leather shoes, were considered too high.

Also included with the announcement was a threat that "should unreasonable inventory holdings continue, and result in a hide shortage, or any hint of a shortage, hides will be requisitioned. The OPACS also warned against further price increases pending imposition of the schedule. There is no real hide shortage, it was stated.

Price Administrator Leon Henderson told the Senate agricultural committee Thursday that his authority to set maximum prices stems from implied presidential powers, and carries no right to prescribe penalties for noncompliance.

The Senate committee decided on an inquiry after Henderson fixed a ceiling for combed cotton yarn at figures which chairman Ellison D. Smith said were 20 per cent below current market quotations.

Light native cow hides were quoted at Chicago on May 27, the date on which the ceiling was announced, at 16½c for northerns and 17c for river points. The ceiling of 15c for light native cows was described as "slightly under current quotations, but substantially higher than prices in the trade for the past several years."

Chicago packers were reluctant to  
(Continued on page 36.)

# Gobel Company Grew From Small Brooklyn Meat Shop

AS lights, cobble-stone streets and small, red brick buildings marked the beginning of the early nineties. It was in such a setting and period that Adolf Gobel, a young German immigrant, chose to establish his Wurst Geschaefit in 1891. From this humble beginning, Adolf Gobel, Inc., has grown until now in its fiftieth year it is successfully operating three large plants in New York City, two of which are in the borough of Brooklyn and the third in Manhattan.

Coming to this country in 1886 from Gross Gerau in Hessen, Darmstadt, Germany, Adolf Gobel settled in the thriving community of Brooklyn where he quickly made friends with his new neighbors and learned their customs. For several years after his arrival, he worked for Max Ferre, a Brooklyn bologna maker, but in 1891 he entered business for himself in a small, red brick building at Morgan ave. and Rock st. in Brooklyn.

His skill as a maker of tasty bologna and specialized meat products soon won him additional friends and customers. As a result business expanded rapidly and before the horse and buggy era had passed, the firm's delivery facilities were increased from one horse and wagon to 32 horses and four mules. The mules were used for the long hauls to the Bronx.

In 1912, the company bought its first motor delivery truck, a General Electric, to be followed in later years by an Autocar, a Vim Gas Buggy, Fords,

Whites, Chevrolets and lastly International trucks of the most up-to-date design.

Gobel's first brick plant building was constructed in 1918 on the site of the original small store building. During the next two years the company outgrew the capacity of the Brooklyn plant and in 1920 the New York plant was purchased from George Kern. Nine years later, the C. Lehmann Packing Co. was taken into the fold. On August 20, 1926, the company was incorporated under the laws of the state of New York.

The three plants of Adolf Gobel, Inc., now do an aggregate business of between \$9,000,000 and \$10,000,000 annually and employ from 600 to 700 men. The New York plant, located at 40th st. and 11th ave., serves chiefly as a hog abattoir; the Lehmann plant on Johnson ave., Brooklyn, slaughters cattle, and the 24 Rock st. plant in Brooklyn, at which Gobel's main office has been established, is principally a manufacturing unit.

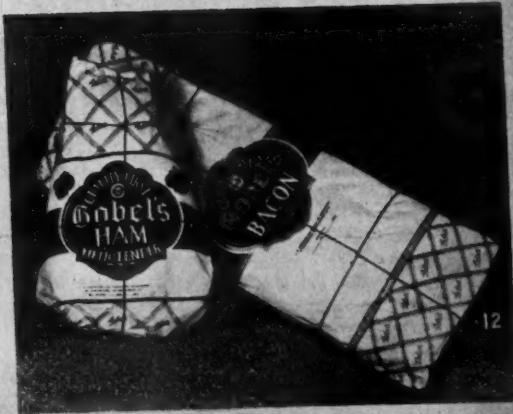
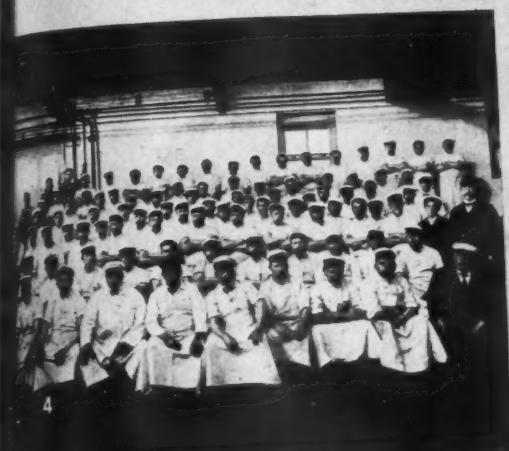
For the first quarter of the present year, Gobel, Inc., showed a profit of \$24,000 against a loss of \$30,000 last year. Succeeding periods have shown a marked increase in business as compared with previous showings.

Officers of the company are: Andrew E. Nelson, president; J. G. Bates, chairman of the board and treasurer; Frederick T. Spamer, vice president; Frank R. Bruce, secretary, and W. L. Braby, assistant treasurer.

### ADOLF GOBEL CELEBRATES FIFTIETH ANNIVERSARY

(See opposite page.)

- 1.—Taken about 1897, this photograph shows the members of the sausage department of Adolf Gobel's Wurst Geschaefit which was located at Morgan avenue and Rock street, the approximate location of the present Brooklyn unit. The gentleman at the left with the "handlebars," felt hat and white frock is Adolf Gobel.
- 2.—The founder of the company, Adolf Gobel, in later years.
- 3.—Home of Adolf Gobel, Inc., 24 Rock st., Brooklyn, N. Y. The company's main office has been established in this plant, which is principally a manufacturing unit.
- 4.—Members of the office, executive staff and plant employees in 1908.
- 5.—Andrew E. Nelson, present Gobel president, who has had long experience in packinghouse circles and ranks high among executives in the meat field.
- 6.—This photograph was taken about 1910 and shows the ham trimming, boning and tying department. Note absence of stainless steel tables and adequate lighting facilities.
- 7.—During the horse and wagon era, Henry Leis was a distributor for Adolf Gobel. Later Mr. Leis joined the Gobel force and is still an active employee in the firm's receiving department.
- 8.—Taken before the days of refrigerated display cases, this picture shows the interior of a Gobel customer's store, being serviced by Albert Schatz, who still serves as a Gobel jobber.
- 9.—Fleet of old electric trucks which supplanted the horse-drawn vehicles.
- 10.—Open and closed views of the new Gobel pure pork sausage display carton, which was designed by J. P. Gormley, Gobel's advertising manager, and manufactured by Standard Folding Cartons Co., Brooklyn, N. Y.
- 11.—Part of the new Gobel delivery fleet of refrigerated motor trucks.
- 12.—Gobel has gone a long way toward redesigning all wraps for its various products. Here are the new wraps for the firm's Mello-Tender ham and Quality First bacon.



# PROCESSING *Methods*

## How to Prevent Sausage Spoilage

### I.

MANY of the sausage maker's troubles in the summer months are due to slimes, discolorations and other forms of spoilage which can be traced directly to bacteria and molds. A high proportion of the sausage inquiries received by THE NATIONAL PROVISIONER in all seasons are about such difficulties.

Usually it is the sausage maker's own fault; he hasn't handled or cured his materials properly, or he hasn't kept his equipment clean. Somewhere in processing there has been a slip-up—materials or product have been contaminated or the method of handling has been such that bacterial growth has been unchecked or encouraged.

Meat is moist and contains all the food elements bacteria need. Grinding and chopping make it even more suitable as a medium for growth of bacteria—and they seldom wait for opportunity to knock twice.

### Cleanliness and Control

The sausage plant and its products can't be kept absolutely free from bacteria; it might even (in the case of curing) be undesirable to do so. Bacteria and molds which cause spoilage are normally present in dust, air, workmen's clothes, on walls, floors and equipment. The best that can be done is to keep the environment in which sausage is made and stored as free from bacteria as possible, but to assume, in handling each batch of meat or product, that it has already been exposed to infection and that the growth and spread of the organisms must be checked.

Expressed simply, the trick is to keep bacteria and molds in the plant, on equipment and in and on sausage so low in number that they cannot spoil product. Bacterial contact with product can be reduced to a minimum by use of real cleanliness, and activity and growth of the unavoidable minimum can be checked by refrigeration, humidity control, curing, cooking, smoking and drying.

The germicidal lamp has given the processor a new weapon with which he can minimize air-borne contamination, inhibit bacterial growth and safeguard the finished product in storage and during delivery.

There are three common types of sausage spoilage due to bacteria or molds. The three types are as follows:

**EXTERNAL SLIME.**—Improper handling after cooking results in sliming on outside of products such as frankfurts. The slime is a bacterial growth apparent as a moist, colorless, slick surface material in its early stages; later it may turn gray to faint green.

**INTERNAL GREENING.**—Grayish-green rings, spots and centers in sausage are caused by bacteria and may have their origin in procedure before or during cooking. They should not be confused with fading, which is a failure of the cured color due to improper curing (or development of color-destructive organisms). Gray-green discoloration may be in spots beneath the casing in cut or uncut sausage; it may show up as cores in large sausage after cutting; or it may also appear as green rings beneath the casing either before or after cutting.

**EXTERNAL MOLD.**—This type of spoilage is frequently found on dry sausage. Molds show up in various colors and may give sausage a musty taste and odor; prevent proper drying and weaken the casing. In some cases mold is not regarded as detrimental to dry sausage, but is considered desirable.

Gray rings or "chill rings" are sometimes found just below the surface of the casing. They may be due to abrupt temperature change which occurs when sausage is taken out of the holding cooler at 38 degs. F. and placed immediately in smoke.

General cleanliness in all sausage plant departments and operations is a basic requirement for elimination of spoilage.

### Cleanliness All-Important

Cleanliness must mean more to the sausage maker than mere absence of dirt, grease, excess moisture and unpleasant odors. It must mean more than soap and water cleanliness (a necessity) no matter how well applied. It can be brought about only by:

1.—Frequent scrubbing of equipment and rooms with hot water, sal soda, soap or other cleansing agents.

2.—Periodic sterilization of plant and equipment with sodium hypochlorite or by some other effective means.

3.—Maintenance of correct temperature and humidity in rooms, such as the curing cooler, where lack of such control may foster wall and ceiling condensation and drip and other conditions favorable to bacterial growth.

4.—Reduction in human handling of product to a minimum and enforcement of regulations in regard to cleanliness of employes' hands, habits, clothing, and tools used in processing operations.

After each day's use, cutting, curing, handling and stuffing tables, trucks, tubs, racks, the sausage stuffer, grinder and silent cutter should be scoured with hot water, strong soap, sal soda or scouring powder, a stiff brush and plenty of elbow grease. Knives and plates should be taken out of the grinder and removable parts from silent cutter and mixer for effective cleaning. Particular care should be taken to see that holes in grinder plates are free of meat. Rinse equipment with hot water after cleansing.

Curing and chilling pans, other small containers and smokesticks should be scrubbed and sterilized.

After thorough preliminary cleaning, the equipment mentioned above may be sterilized with a .4 per cent solution of sodium hypochlorite applied by spraying, rinsing or dipping. Relative sterilization is complete within a few seconds to 5 minutes, according to amount of impurities present. Solution should not be left on metal equipment for more than 10 minutes on account of possible corrosion. It may easily be rinsed off with cold water. The solution should be used periodically on walls, ceiling and room fittings in the sausage curing cooler, sausage manufacturing rooms, holding cooler and packaging room.

### Something to Remember

Preliminary cleaning given equipment, hardware, walls, etc., determines to a large degree the effectiveness of sodium hypochlorite against bacteria, yeasts or molds. The bacterial killing actions through which sodium hypochlorite is believed to work are not selective, but act on other organic material present, such as meat particles, fat, etc. Thus, if not preceded by proper cleaning, the sterilizing solution will waste its strength on large particles of organic material which should have been removed.

Steam may also be used for sterilization but is limited in effectiveness except for certain types of equipment. It may also result in considerable unwanted moisture.

Solution to a troublesome mold problem may sometimes be found in a location remote from the point where the damage is occurring. Floor sawdust frequently contains mold spores; these are light and may be carried about the plant on air currents or workmen's clothing or shoes. The beef cooler is often found to be a mold infection center for the plant.

The cleanliness of human beings is more difficult to control than that of machines. The most important rule is: Handle materials and product as little

(Continued on page 40)

Q.

*How can I cut my  
hauling costs?*

A.

*Look and Save! Buy the  
One-Two-Three Way...*



**COMPARE TRUCKS**—Here's a suggestion that's as free as the air you breathe. And it can save you some money . . . maybe a *lot* of money!

Buy your trucks the one-two-three way! In other words, before you lay your money on the line for any truck, look at Dodge Job-Rated trucks.

**COMPARE QUALITY**—Check and compare all important truck units. Be sure they're the *right* quality and the *right* size in the truck you buy . . . built for the job . . . to stay on the job . . . to save you money!

They will be *right* in a Dodge Job-Rated truck . . . because that's what "Job-Rated" means . . . trucks *built to fit the job*!

When you pay for quality, *get quality* . . . Dodge quality . . . *built-to-last* quality . . . in design, materials and workmanship.

You don't have to pay extra money for such a truck, because Dodge Job-Rated trucks are priced with the lowest. See your Dodge dealer now for a "good deal."

**DEPEND ON DODGE**  
*\*Job-Rated TRUCKS*

*Job-Rated MEANS: A TRUCK  
THAT FITS YOUR JOB*

**Better**  
BECAUSE OF  
CHRYSLER  
CORPORATION  
ENGINEERING

**PRICED WITH THE LOWEST**

**Chassis .. \$500<sup>AND UP</sup>** **Pick-Ups \$630<sup>AND UP</sup>**  
(WITH COWL)

**Chassis .. \$595<sup>AND UP</sup>** **Panels .. \$730<sup>AND UP</sup>**  
(WITH CAB) **Stakes .. \$740<sup>AND UP</sup>**

Above prices are delivered at Detroit, Federal taxes included. Transportation, state and local taxes (if any) extra. All prices shown are for  $\frac{1}{2}$ -ton except stake model which is for  $\frac{3}{4}$ -ton. 112 standard chassis and body models available.

**PRICES SUBJECT TO CHANGE WITHOUT NOTICE**

**DODGE DIVISION, CHRYSLER CORPORATION, DETROIT, MICH.**

# Roper Survey Yields Facts To Guide Meat Drive Plans

THE American meat packing industry is selling a product which is consumed by 98.8 per cent of all the people in the United States. This is a fact brought out in a recent survey of consumer's eating habits conducted by Elmo Roper, outstanding research expert, in connection with the American Meat Institute's national advertising and sales campaign.

Furthermore, the majority of people consider meat as the most indispensable part of the diet and express a definite liking for the taste of meat. Eight out of ten people believe that a meat meal stays with them the longest, or keeps them from being hungry longer than any other type of meal.

Although virtually all people eat meat, per capita consumption of meat has declined considerably during the last several years, the American Meat Institute points out. The Roper survey indicates that the average consumer eats meat only 1.4 times a day, whereas 30 years ago the average was more nearly three times a day. Per capita consumption has declined approximately 15 per cent during this same period.

It is toward the correction of this

situation, and the general lack of knowledge and misunderstanding of meat's value and qualities, that the current meat advertising campaign of the American Meat Institute is directed. Facts developed by the Roper survey are being used in aiming the meat drive toward specific objectives.

A definite lack of knowledge concerning the nutritive value of meat and some erroneous impressions concerning its value in the diet apparently are principal causes for the decline in meat consumption. Approximately one-half of America's consumers believe that they should eat what science tells them to and less than 40 per cent believe that they should follow their own natural appetites. Because they do not know of meat's high nutritive value, average consumers believe that it should be eaten sparingly, and that it should give way to other foods with which they are more fully acquainted.

Experts on nutrition—including doctors, dentists, and home economics teachers—believe that people in eating should follow the advice of science rather than their own appetites. Of the members of the medical profession in-

terviewed, 56 per cent said science should govern the selection of food; 64 per cent of the dentists and nearly 85 per cent of the home economics teachers having similar views.

When asked to select from a list of several major foods the one with the most appealing taste, 35.7 per cent of the people chose meat; leafy vegetables came second, with 21.7 per cent selecting them for their taste. About the same number of women prefer vegetables as prefer meat, but men like meat better than any other major food. In fact, 41 per cent of the men named meat as the food they would be least willing to give up for any reason, and only half as many leafy vegetables.

The main advantages, according to doctors, dentists, and home economics teachers, of the best-liked foods lie in the proteins, vitamins, and minerals provided by them. Meat is an important source of all three, they said, and leafy vegetables supply vitamins and minerals in significant amounts. Meat, which ranked first in taste appeal, is considered an essential food by 74 per cent of the doctors and 24 per cent rank it as valuable.

Some of the replies by doctors reflect differences between popular beliefs and scientific facts. Only 0.3 per cent of all doctors say fish is "brain food."

Vitamins are most important in meal planning, the average American housewife believes. Furthermore, she is not aware that meat is one of the most important sources of natural vitamins, especially the B vitamins. Actually, the average housewife believes that meat is very low on the vitamin scale.

## Misconceptions About Meat

Other reasons why meat consumption has been reduced during the last several years, according to the consumer survey, are that the average person believes that meat is fattening; that it is hard to digest, and that it is expensive. Also, an important group of consumers contends it aggravates various ailments, and the more meat one eats the less one is apt to eat the foods which contain more nutritive value.

A comparison between diets of people living in large cities and of rural dwellers shows the truth of the usually accepted statement that breakfast in the country is a much more substantial meal than breakfast in the city. More residents of large cities eat fruit and drink fruit and vegetable juices for breakfast, but more of their country cousins have cereal, bread, eggs and potatoes, and almost three times as many eat meat.

Apparently about 30 per cent of the people do something in particular to insure getting a sufficient number of vitamins, and of these 24 per cent get their vitamins through balanced meals, which include meat. However, the survey, made for the American Meat Institute, showed that more than 4 per cent of the population had never heard of vitamins, and 8½ per cent had never heard of proteins.

NEW YORK BRANCH  
601 WEST 26th STREET  
NEW YORK CITY

DOLE REFRIGERATING COMPANY  
5910 North Pulaski Road • Chicago, Illinois

# How the VOTATOR will improve the quality and sales appeal of your



*—and simultaneously reduce refrigeration and operating costs!*

Your first move in improving lard profits is to *improve your product*. Naturally, the better the raw fat the better the finished lard. But regardless of the fat used, the Votator will make a better product than can be made by any other method using the same quality fat.

#### 7 Immediate Improvements

The Votator insures (1) unequalled smoothness of texture, (2) pleasing and uniform color, (3) improved creaming qualities, (4) better water-absorption properties, (5) lower moisture content, (6) better keeping qualities, and (7) retards separation.

#### Helps You Whip Your Competition

Your trade can see and feel the whiter, creamier qualities of Votator-made lard. You can step up the quality and price of your lard and gain a noticeable sales advantage over competition. Although Votator-made

lard commands *top prices*, you can produce it at lower refrigeration and operating costs than your competitors can effect with less efficient equipment—and in less than half the space.

#### Why the VOTATOR Is More Efficient

Votator's positive mechanical control of temperatures, pressures and air content assures constant uniformity *always*. Votator's closed system keeps out moisture, dust and impurities. Votator's instantaneous chilling under high pressure produces a smoother texture and finish. Votator's heavy insulation checks radiation losses and cuts refrigeration costs. Votators come in two sizes, for large and medium size plants.

#### Write For Full Facts and Proof!

Let us send you complete details about the Votator—and show you how you can build up your lard profits! There's no obligation.



## THE GIRDLER CORPORATION

Incorporated

LOUISVILLE, KENTUCKY

# Up and down the MEAT TRAIL



ERIE, PA., MAYOR PROCLAIMS MEAT WEEK

Wholehearted endorsement of a meat week observance sponsored by meat packers of Erie, Pa., from May 12 to 17 was given by Mayor Charles R. Barber (right) when he officially proclaimed the period as "Eat More Meat" week. Shown with Mayor Barber in the accompanying photo are (left to right) Elmer Haibach, Haibach Bros., Milton Schaffner, Schaffner Bros., J. G. Gough, Armour and Company, and W. J. Hartigan, Swift & Company. Observance of such "weeks" draws attention to meat's dietary and economic importance.



WINNING BOWLERS HONORED BY CHICAGO PACKER GROUP

Shown with Max Rothschild, president of the Chicago Meat Packers and Wholesalers Association bowling league (third from right) and L. J. Serzen (right), secretary of the league, are members of the triumphant Fulton Cartage Co. team which headed the league this year. Left to right the players are Anthony Basile, Anthony Curcio, Michael Panik and Anthony Leva. They were among the bowlers honored at a dinner-dance staged by the league at the Congress hotel on May 24, at which \$1,788 in prize money was distributed among the 24 teams. Mr. Rothschild, of M. Rothschild & Sons, handled arrangements for the event. The winning team received individual and team trophies awarded by Albert Chatkin, Albert Chatkin & Co.

## E. E. Eggleston Dies at 79; Founded Vernon Packing Co.

E. E. Eggleston, 79, founder of the Vernon Packing Co., Vernon, Tex., passed away in that city on May 21. Funeral services were held on May 22, with burial in East View Memorial cemetery. Mr. Eggleston entered the meat industry in Vernon as operator of a retail grocery store, building up a good jobbing trade in pork products. Other items were added until finally the jobbing business overshadowed the retail store. Addition of fresh meats in 1933 led to the decision to launch a meat packing plant.



E. E. Eggleston

The original plant was destroyed by fire in October, 1938, and Mr. Eggleston and his sons and sons-in-law, who were operating the business as a partnership, decided to replace it with a modern, inspected plant. Opened in February with a program which attracted state officials, Vernon residents and guests from a wide area, the plant was described in the March 29, 1941, issue of *THE NATIONAL PROVISIONER*.

Present officers of the company are Fay E. Eggleston, president, J. L. Eggleston, secretary-treasurer; Roy Wright, D. D. Wilson and L. Green, directors; William Hammann, chief engineer, and W. K. Sitton, sales mgr.

## John W. Feldsine Passes

John W. Feldsine, 74, president of Feldsine & Co., Inc., Poughkeepsie, N.Y., died on May 19 in Vassar hospital in that city, two weeks after undergoing a major operation. Born in Armbrust, Germany, Mr. Feldsine came to the U. S. at the age of 16 and resided in Chicago, where he was associated with Morris & Co. He went to Poughkeepsie in 1892 as manager of a local Morris branch, forming his own packing company when the firm merged with Armour and Company in 1923. Mr. Feldsine's sons, William C., John E., Henry T. and Stanley M. Feldsine, were associated with him in the conduct of the business.

## Memphis Packer Expands

Nat Buring, head of the Nat Buring Packing Co., Memphis, Tenn., has purchased the commercial building at 313 S. Wagner and will convert it into a

modern sausage factory and headquarters for his packing firm. Total expenditure, including remodeling and equipment, will be about \$50,000, it is reported. The one-story structure is of reinforced concrete construction and contains five coolers. A mezzanine floor provides space for a suite of five offices. The present Buring plant, at 1104 Florida, will be retained as a branch when operations are shifted to the new unit, which is expected to be ready for occupancy about July 1.

### New Cudahy Branch Unit

Cudahy Packing Co. has transferred its Decatur, Ala., branch house to Huntsville, Ala., where the company is occupying part of the facilities of the Huntsville Ice & Coal Co., according to F. L. Teer, manager for the company at Huntsville. Increasing production of good cattle in the area was cited as the reason for the shift. "Livestock is a principal source of agricultural wealth," said Mr. Teer, "and as cattle and hog production increases in the southern states, it appears we may look forward to more generally favorable conditions for our farm population." The new unit is equipped to handle fresh and cured meats, sausage, boiled hams, lard, shortening and other packinghouse products.

### Morrell Personnel Director

J. M. Foster, vice president of John Morrell & Co., has announced the appointment of Philo J. Larrabee as personnel director of the Ottumwa plant. Mr. Larrabee has been personnel manager at Sioux Falls for the past four years. He will be succeeded there by Henry W. Hahn, jr., who has been his assistant for three years.

## Personalities and Events Of the Week

Among Chicagoans who attended the National Nutrition Conference for Defense at Washington this week were R. C. Pollock, general manager, and Anna E. Boller, director of the department of nutrition, National Live Stock and Meat Board; R. C. Newton, Swift & Company research expert, and Victor Conquest of the Armour and Company research staff.

H. E. Kenny, a hog buyer at the St. Joseph, Mo., plant of Swift & Company, has been transferred to Kansas City, where he is assistant to the head hog buyer. E. H. Brown was transferred to the St. Joseph buying department to fill the vacancy.

J. Garr Ellison, wholesale meat department, North Side Market, Pittsburgh, Pa., and wife flew to Chicago on Tuesday evening to celebrate the Memorial day weekend, planning to return to Pittsburgh Sunday night. While in Chicago, Mr. Ellison visited business associates.

A copy of THE NATIONAL PROVISIONER was among the first things to greet Robert Hoffmann, North Side Packing Co., Pittsburgh, at his bedside following a recent eye operation. Mr. Hoffmann planned to return home from the hospital in time for Memorial day.

J. Wettach, Wettach & Walch Co., Hayes, Pa., has been inconvenienced for some time with a broken arm sustained in a fall last winter.

L. E. Liebmann of Liebmann Packing Co., hog slaughterers, and Nathan Rosenberg, of A. Rosenberg & Son, tanners and furriers, both from Green

Bay, Wis., and Oscar Emge of Emge & Sons, Fort Branch, Ind., were in the East last week and visited with Martin C. Brand, New York packinghouse broker.

A celebration known as "Morrell Days," in which residents of Ottumwa, Ia., home of John Morrell & Co., and other southeastern Iowans took part, emphasized the importance of the company and its products to that section of the state. In a special edition of the Ottumwa Courier, published in honor of the event, 1,185 column inches of type and pictures concerning John Morrell & Co. appeared. More than ten retail stores carried Morrell product displays in their windows during the three-day event.

Andrew Bakum, formerly in the retail business in Tacoma, Wash., has purchased a part interest in the Olympic Sausage Co., Seattle, which is operated by his brother, Joseph Bakum. Hans Sierk was formerly associated with the latter in the business.

Isaac Kamm, 83, whose smoked turkey formula brought fame and fortune to Pinsebridge farm, Ossining, N. Y., died recently in Ossining. Mr. Kamm inherited the formula for spicing and smoking fowl from his grandfather, who once prepared turkeys for Kaiser William and the Czar of Russia. In 1936, while serving a limited clientele, Mr. Kamm was persuaded to increase his smoked turkey output and develop the business on a larger scale. Retail dollar volume of the enterprise in 1940 was estimated at \$189,000.

Herziger Sausage Co., Sheboygan, Wis., observed its "silver dollar jubilee" by offering three silver dollars to residents of Sheboygan, Sheboygan Falls and Kohler, Wis., who had some of the company's product on hand when the Herziger man called. Names and addresses of those receiving awards were listed in advertisements during the campaign.

Edward Giltner, 53, a sales representative for Cudahy Bros. Co. at Milwaukee, collapsed on May 21 at the company's north side branch and died later at a local hospital. Death was due to natural causes.

Hide and Leather Association of Chicago has announced that the first golf outing of the season will be held at Tam O'Shanter Country club on June 25. Arrangements are being made by Wm. W. Morgan, A. C. Lawrence Leather Co., chairman in charge of the outing.

F. W. McCarthy, beef, lamb and veal department, Swift & Co., Chicago, was a visitor in New York during the past week.

John F. Sells, general office manager for John Morrell & Co., Ottumwa, Ia., spoke before a meeting of the Des Moines chapter of the National Office Management Association on May 19.

Armour and Company has awarded a contract for construction of a two-story exchange and office building at the West Fargo, N. D., plant. Accord-

(Continued on page 46.)



OFFICER FROM THE INDUSTRY INSPECTS U. S. ARMY MEATS

An active member of the meat packing industry before joining the Quartermaster Corps of the United States Army, Second Lieut. Louis E. Kahn is shown inspecting some of the industry's products prepared for army consumption. Before him is an opened can of meat and beans, as well as other cans of the army's Type C Field ration, and canned bacon and smoked ham. Prior to joining the army, Lieutenant Kahn was a vice president of E. Kahn's Sons Co., Cincinnati, O., and a member of the advertising planning committee of the American Meat Institute.

# DID YOU KNOW THAT...



...In  
NEW ZEALAND  
there are 20 sheep  
to every person

?

## AND DID YOU KNOW THAT...

...Bemis Stockinette helps maintain sales on fore and hind quarters, rounds, calves, lambs, chucks, loins, hams, bacon, franks and wieners? That retailers prefer the Stockinette protected line because they do not have to trim away meat that has been soiled, finger marked or otherwise injured in handling? That Bemis can supply you with Stockinette to meet every service, quality and price demand? Get in touch with your nearest Bemis office now.



**BEMIS BRO. BAG CO.**  
420 Poplar Street, St. Louis, Mo.

OFFICES: Boston • Brooklyn • Buffalo • Chicago • Denver • Detroit • East Pepperell • Houston • Indianapolis • Kansas City • Los Angeles • Louisville • Memphis • Minneapolis • New Orleans • New York City • Norfolk • Oklahoma City • Omaha • Peoria • Pittsburgh • Salina • Salt Lake City • San Francisco • Seattle • Wichita

# Using Steam Engine on Compressor Cuts Costs

**A** GREAT many small packers who generate steam for processing and purchase power for equipment operation could save considerable money by substituting steam engines for the motors which drive the ammonia compressors. The reason was explained in earlier issues of this publication, and the subject is being considered again at the request of a midwestern packer.

"Some time ago," this packer wrote, "an article appeared in THE NATIONAL PROVISIONER which advocated the use of a steam engine instead of a motor for operating the ammonia compressor.

be required to generate approximately as much steam as is now needed, irrespective of whether a steam engine or a diesel engine were used.

Steam is used in the meat packing plant at two pressures—60 lbs., as in rendering, and 5 lbs. for building, smokehouse and water heating and cooking. Steam at 60 lbs. pressure is not a factor in the problem under discussion and need not be considered. Steam at 5 lbs. pressure, however, has an important bearing on results to be obtained.

Inasmuch as this packer's plant is located in the northern section of the

and the 5-lb. steam from this engine could be used for plant heating and processing. If this engine were installed the packer would obtain the 5-lb. steam he requires, and, in reducing the pressure from 100 lbs. to 5 lbs. with an engine, useful work would be done. If the energy released in expanding the steam from 100 lbs. to 5 lbs. were used to drive the ammonia compressor, a worthwhile saving would be made because the power would be obtained as a by-product of the plant's 5-lb. steam demand.

An ideal situation would be one in which the plant's 5-lb. steam demand and the steam required to drive the ammonia compressor balance. However, such a condition seldom prevails. The 5-lb. steam demand usually exceeds the quantity of steam required to drive the compressor.

When this is the case, all the steam used to make power is delivered to the 5-lb. steam line and there is no waste. Steam required by the plant in excess of that delivered by the engine is obtained through a reducing valve from a higher pressure steam line in the usual manner. Should the engine produce more 5-lb. steam than the plant could use, the surplus would be vented to atmosphere. In this case the quantity of 5-lb. steam wasted would indicate whether or not an engine would be profitable.

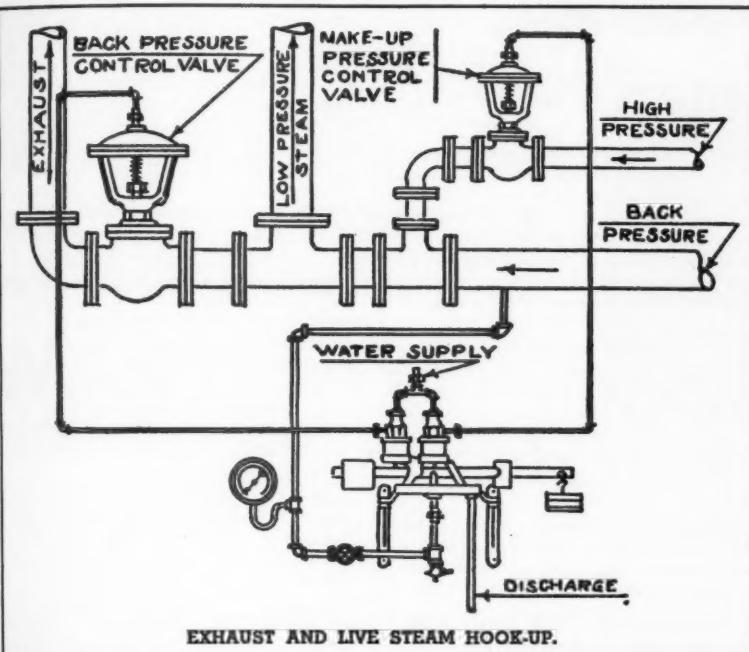
## Piping Arrangement

The operating engineer would not have to watch to see that the proper amount of 5-lb. steam reached the processing departments. The engine exhaust and the 5-lb. steam line could be controlled so that 5-lb. steam would be taken from a higher pressure line only when there was a shortage of exhaust steam, and so that surplus exhaust steam would be vented to the atmosphere. One such piping arrangement is shown in the accompanying illustration.

If this packer were to install a diesel engine to drive his ammonia compressor it is possible that he might reduce his power cost, but this saving would be much smaller than could be made with a steam engine if the plant operates under the conditions prevailing in most packinghouses. The reason for the superior economy of the steam engine should be apparent.

The packer who has inquired about using a steam engine for driving an ammonia compressor, and all others who may be interested in making savings by substituting a steam engine for a reducing valve, should not decide to install any type of prime mover as a result of considering incomplete data, or on the recommendation of an interested or biased party.

The decision as to whether or not it is economical to install a steam engine or a diesel engine should be made only after a survey by a competent, unbiased consulting engineer. Jumping at conclusions, or acting on impulse, frequently turns out to be expensive.



I am willing to change the type of drive on my compressor if I can save power expense by doing so, but a diesel engine salesman who calls on me seems to have some good arguments for the use of a diesel engine instead of a steam engine for this work. I am not an engineer and cannot evaluate all the factors involved. Will you explain in simple terms the advantages of a steam engine for driving the ammonia compressor?"

Let us start consideration of this subject by stating the fact that all meat packing plants require steam for processing and power for equipment operation. In a large percentage of plants, steam is generated and power is purchased. Therefore, the steam boiler is a necessity whether a diesel engine or a steam engine is used to operate the ammonia compressor. This boiler would

country where winters are long and cold, and processed meats and sausage make up a large percentage of his production, we may conclude that his annual consumption of 5-lb. steam is large. Conversely, maximum refrigeration demand exists during only a few months of the year.

This packer probably obtains his 5-lb. steam through a reducing valve from the steam line which carries boiler pressure (assumed to be in the neighborhood of 100 lbs.) or from the 60-lb. steam line. In any event, the steam used for water and space heating and cooking is reduced in pressure from 100 lbs. to 5 lbs. No useful work is accomplished when the pressure is reduced.

A steam engine, equipped to exhaust against a back pressure of 5 lbs., could be substituted for the reducing valve,

## Meat Recognized in Nutrition Standards

THE dietary importance of meat, recognized by nutritional authorities as a leading source of the B vitamins, as well as other factors necessary for proper nourishment, was emphasized this week by the nutritional standards recommended on the eve of the three-day National Nutritional Conference for Defense, called by President Roosevelt at Washington.

The new standards, intended as a guide for Americans in the interest of a better nourished citizenry, and re-

garded as of particular importance at this time because of new strains imposed by the national defense program, were assembled by a subcommittee of food experts on the basis of the most modern nutritional knowledge.

They were issued in the form of a chart giving the basic amounts of ten essential food requirements for men and women of all ages and types of work, as well as for children and growing boys and girls and for expectant and nursing mothers. The chart gives the total required food intake for the various groups in calories, minimum required daily amount of proteins and minimum daily needs of vitamins A, C, and D, as well as of the highly im-

portant vitamin B family, which has been mentioned prominently in the nationwide advertising campaign of the American Meat Institute.

Other portions of the chart stipulate the recommended amounts of such minerals as iron, calcium, iodine, copper, phosphorus, manganese, zinc, cobalt, boron and others, as well as vitamin E, the fertility factor, and vitamin K. The new standards are capable of attainment by all except families of the lowest income groups, according to Dr. Thomas Parran, surgeon general of the U. S. Public Health Service.

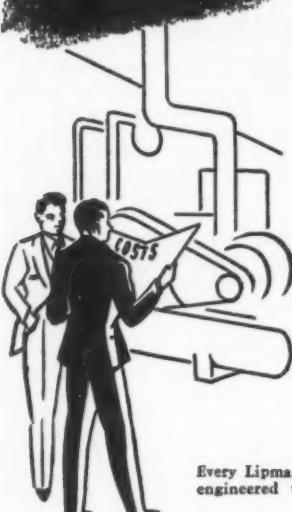
In a nationwide radio broadcast from Washington on May 25, Dr. Lydia J. Roberts of the University of Chicago, chairman of the subcommittee which drafted the standards, outlined a typical diet incorporating them in the following manner:

"One pint of milk for an adult and more for a child; a serving of meat, of which the cheaper cuts are just as nutritious; one egg, or some suitable substitute, such as navy beans; two vegetables, one of which should be green or yellow; two fruits, one of which should be rich in vitamin C, found abundantly in citrus fruits and tomatoes; breads, flour and cereal, most, or preferably all, whole grain or enriched with minerals and vitamins; some butter or margarine with vitamin A added; other foods to satisfy the appetite."

"If America is to have the healthy people we need in this national emergency, we must improve our diets so that they more nearly measure up to this new yardstick for nutrition," said Prof. Russell M. Wilder of the Mayo Clinic, chairman of the food and nutrition committee of the division of medical sciences of the National Research Council, which prepared the new food guide.

Claude R. Wickard, Secretary of Agriculture, Adolf A. Berle, jr., Assistant Secretary of State, Harriet Elliott, member of the newly created OPACS, Gen. Lewis B. Hershey, Director of the Selective Service System, Vice President Henry Wallace, Frances Perkins, Secretary of Labor, and Paul V. McNutt, coordinator of health, welfare and related defense activities, were among the government officials who participated this week in the three-day nutrition conference at which the new standards were announced.

**"The Best Costs Less!"**



According to Lipman Owners!

The difference in cost between the *best* refrigerating equipment and the *least* expensive amounts to practically nothing when compared with the value of the products which it must protect. For nearly thirty years Lipman Automatic Refrigeration has been safeguarding products and processes, in thousands of retail and wholesale establishments, and in a wide variety of manufacturing and processing plants.

Lipman low cost, trouble-free operation has won the hearty endorsement of owners, everywhere... has prompted them to specify Lipman Refrigeration as additional equipment was needed to expand their facilities. The reliability which is built into Lipman equipment means more to them than the possibility of a slight saving in the purchase price.

If you, too, measure costs in terms of long-lived dependability, freedom from repairs and delay, and adequate protection against spoilage, be sure to get the complete Lipman story. Write today!

**GENERAL REFRIGERATION DIVISION**  
YATES-AMERICAN MACHINE CO.  
Dept. NP 541      Beloit, Wis.

Every Lipman installation is carefully planned and engineered to fulfill its particular requirements.



### INDUSTRY'S INJURY RATES UP

Injury frequency and severity rates rose 19 and 29 per cent, respectively, in a section of the meat packing industry during 1940, according to a recent statement by the National Safety Council. These figures are based on reports received by the council from 50 of the leading meat packing companies and cover 98,883,000 man-hours of operation. In comparison with the 30 major industries reporting, the meat packing industry ranked seventeenth in frequency and fifteenth for severity

## CASINGS FOR SALAMI

AND OTHER HARD SAUSAGES

AT 1/2¢ PER LB.!



## IDENTIFICATION, INC.

4541 N. Ravenswood Ave.

Chicago, Illinois

## WARNSMAN REFRIGERATOR BODIES

Improve your delivery service and reduce maintenance costs with soundly designed and expertly built WARNSMAN Refrigerator Truck Bodies. Longer life, greater efficiency, lower operating costs, plus your individual requirements are incorporated in the new WARNSMANS at no extra cost! These bodies are dry, sanitary and maintain uniformly low temperatures at all times. Exclusive built-in economies make WARNSMAN Bodies your greatest dollar value. ACT NOW!



THE WARNSMAN-FORTNEY BODY CO.  
TRANSPORT REFRIGERATION ENGINEERS  
4413 TRAIN AVE., CLEVELAND, OHIO

The National Provisioner—May 31, 1941

## PRAGUE POWDER

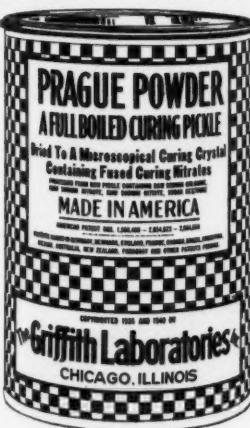
Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

America Is the Home of Prague Powder

"Short Time Cure"

PRAGUE POWDER PICKLE  
Makes a Tenderizing Pickle.

Tender mild hams cured with Prague Powder have a flavor noticeably better than nitrite cured hams. Prague sweet, juicy cure shows less shrinkage than long time cures. There is less salt present in the "Prague Pickle Cures."



GRIFFITH'S SPICES ARE  
GROUND, PRESSED  
AND PACKAGED

UNDER STRICT LABORATORY SUPERVISION



A Modern Daylight Spice Grinding Room

Anyone can grind spices—but Griffith alone can process them (Patent Nos. 2,189,947, 2,189,948, 2,189,949, 2,107,697), totally eliminating all mold spores and destroying 98%-plus of the other harmful bacteria that normally infest all natural ground spices.

### OUR RESEARCH LABORATORIES



DO YOUR JOB RIGHT!  
USE GRIFFITH SPICES AND HOLD THE FLAVOR

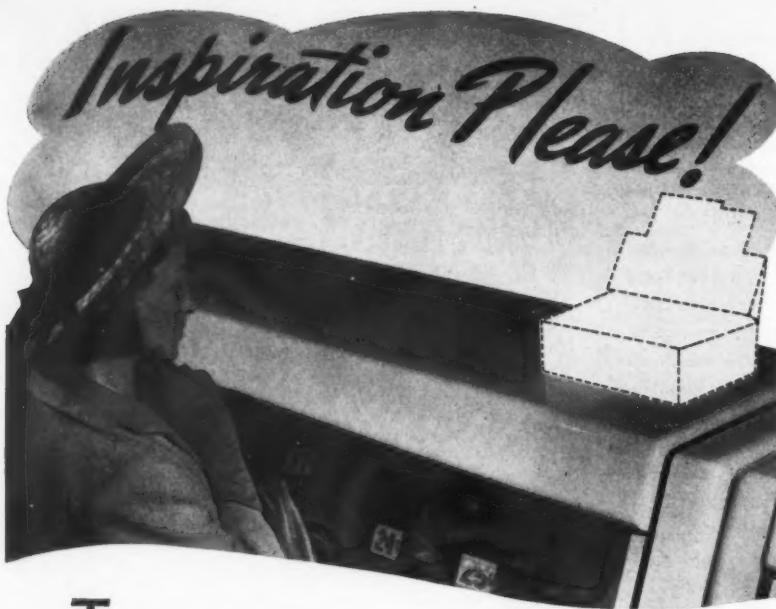
## THE GRIFFITH LABORATORIES

1415-1431 WEST 37th STREET • CHICAGO, ILLINOIS

Eastern Factory: 37-47 Empire St., Newark, N. J.

Canadian Factory and Office: 1 Industrial St., Leaside, Toronto 12, Ontario

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THE greatest quiz question in a housewife's day is frequently that baffling query: "What kind of meat shall I buy?" Menu inspirations of eye-catching display cartons often provide the answer. Effectively designed packages for showing meat on counters or in display cabinets are responsible for many extra sales.

The new Fleetfold display carton shown above at right is rapidly gaining favor among packers because of its handling efficiency. The Fleetfold ships flat, sets up in a jiffy. There are no locks or tucks. Assembly is extremely simple. Glue flaps on the diagonal fold area of the carton provide extra strength just where it is needed. Retailers like the convenient Fleetfold carton, too.

USE THE COUPON TO SEND FOR SAMPLES OF FLEETFOLD AND OTHER SUCCESSFUL DISPLAY CARTONS.



THIS CARTON ON THE COUNTER WOULD PROVIDE THE NEEDED INSPIRATION

# Sutherland

PAPER COMPANY  
KALAMAZOO, MICHIGAN

Dept. NP-5

**SUTHERLAND PAPER CO., Kalamazoo, Michigan**

GENTLEMEN: PLEASE SEND US SAMPLES AND INFORMATION ON FLEETFOLD AND OTHER MEAT DISPLAY CARTONS.

Firm Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

(lowest severity or frequency rate ranks first).

The 1940 fatality rates of all the companies reporting to the council were 2.5 per cent below 1939, while the industrial injury frequency rates averaged about the same as in 1939. Severity rates showed a 1 per cent drop. Thirteen of the 30 major industrial classifications showed decreases in injury frequency rates, 15 had increases and two remained unchanged. In 17 of the 30 industries, 1940 severity rates were lower, in 12 they increased and in one the rate was unchanged. The national occupational death toll in 1940 for all industries and occupations is estimated at 17,000, a 10 per cent increase over 1939.

The frequency rate is the number of disabling injuries per 1,000,000 man-hours of exposure, while the severity rate is the number of days lost per 1,000 man-hours of exposure, including charges for permanent disabilities and deaths.

#### U. S. PORK-LARD STOCKS

U. S. lard stocks at 320,200,000 lbs. on May 1 showed an increase of approximately ten million lbs. from the April 1 level. Storage holdings of lard on May 1 were only 54 million lbs. larger than a year earlier, but they were about 2½ times as great as the five-year (1935-39) average for that date. Total pork stocks on May 1 were approximately 184 million lbs. heavier than a year earlier, and were 235 million lbs. above the five-year average for that date. May 1 stocks included about 22 million lbs. of pork and 70 million lbs. of lard owned by the government.

Storage holdings of pork and lard on the first of each month, compared with the five-year average for the last twelve months:

5 yr.-av. 1935-39	LARD			Brd. Pork Fat 1940-41
	1939-40	1940-41	Million lbs.	
October	87.6	78.8	235.7	1
November	69.6	68.7	223.2	1
December	71.8	89.0	232.5	11
January	95.6	162.1	287.0	11
February	120.5	202.2	299.6	12
March	126.7	256.6	317.4	12
April	129.0	268.8	310.4 <sup>a</sup>	13 <sup>b</sup>
May	129.1	266.1	320.2 <sup>a</sup>	13 <sup>b</sup>
June	129.4	283.9		
July	130.2	306.8		
August	121.2	303.2		
September	101.8	272.3		

5 yr.-av. 1935-39	PORK			1940-41
	1939-40	1940-41	Million lbs.	
October	344.6	300.2	320.2	1
November	323.7	272.7	303.7	1
December	378.9	332.3	408.9	1
January	502.0	469.5	656.2	1
February	584.6	588.6	739.5	1
March	603.7	650.7	791.9	1
April	580.1	652.7	755.4	1
May	561.3	612.0	755.7	1
June	515.7	592.6	755.7	1
July	474.7	598.5	755.7	1
August	422.6	548.7	755.7	1
September	361.9	417.6	755.7	1

<sup>a</sup>Not distinguished from lard prior to Dec. 1940.  
<sup>b</sup>Revised.

See Classified page for good men.

## Per Capita Meat Use Up 8.7 lbs. in 1940

**T**OTAL production of meats and lard in the United States during 1940, including meat and lard from locally-inspected slaughter and kill on farms, as well as federally inspected slaughter, totaled 21,227,000,000 lbs., an increase of 1,764,000,000 lbs. compared with 1939, when the total was 19,463,000,000 lbs., according to the new market statistics yearbook just published by the U. S. Agricultural Marketing Service.

Of this total, 20,652,000,000 lbs. moved into consumption in 1940 compared with 19,054,000,000 lbs. in 1939, an increase of 1,598,000,000 lbs. Consumption for all classes of meat produced from total U. S. slaughter showed increases during 1940 over 1939. The average American citizen increased his pork ration from 64.4 lbs. in 1939 to 72.5 lbs. in 1940. Per capita consumption of lard increased from 12.4 lbs. in 1939 to 14.7 lbs. in 1940; beef and veal from 54.5 lbs. in 1939 to 55.2 lbs. in 1940. Per capita consumption of lamb and mutton declined one tenth of a pound during the year, although total consumption was up 3 million lbs.

Total per capita consumption of all meats (excluding lard) in 1940 was 141.6 lbs. against 132.9 lbs. in 1939, 127.3 lbs. in 1938, 126.4 lbs. in 1937 and 129.7 lbs. during 1936.

Volume of meats and lard produced in packing plants throughout the country, and local and farm kill during

1940, compared (figures in millions of pounds):

	Beef	Veal	Lamb & Pork & (Excluding Lard)			Lard
			Mutton	Pork	Lard	
1940	7,216	961	878	9,920	2,297	
1939	7,001	961	876	8,627	1,998	
1938	6,942	985	902	7,721	1,713	
1937	6,834	1,006	863	6,986	1,417	
1936	7,467	1,098	867	7,552	1,676	

Meats available for consumption from total United States slaughter during 1940 and per capita consumption, compared:

	Total Consumption lbs.	Per Capita lbs.	BEEF		
			Lamb	Pork	Lard
1940	7,299,000,000	55.2			
1939	7,149,000,000	54.5			
1938	7,092,000,000	54.5			
1937	7,143,000,000	55.3			
1936	7,551,000,000	58.8			

### VEAL

1940	961,000,000	7.3
1939	961,000,000	7.3
1938	985,000,000	7.6
1937	1,096,000,000	8.5
1936	1,098,000,000	8.6

### PORK (EXCLUDING LARD)

1940	9,577,000,000	72.5
1939	8,441,000,000	64.4
1938	7,594,000,000	58.3
1937	7,220,000,000	55.9
1936	7,138,000,000	55.6

### LAMB AND MUTTON

1940	875,000,000	6.6
1939	872,000,000	6.7
1938	899,000,000	6.9
1937	869,000,000	6.7
1936	858,000,000	6.7

### LARD

1940	1,940,000,000	14.7
1939	1,632,000,000	12.4
1938	1,425,000,000	10.9
1937	1,346,000,000	10.4
1936	1,446,000,000	11.3

## CASING IMPORTS AND EXPORTS

Foreign trade in casings during March, 1941, was:

### IMPORTS

	Sheep, lamb and goat, lbs.	Other, lbs.
Iceland	1,179	
Canada	9,408	220,329
Argentina	39,851	259,802
Brazil	.....	8,295
Chile	.....	800
Paraguay	26,192	21,164
Uruguay	15,088	112,335
British India	10,528	
China	6,333	68,390
Iraq	29,669	
Palestine	3,307	
Iran (Persia)	59,011	
Syria	6,905	
Other Asia	7,100	
Australia	206,730	3,487
New Zealand	71,740	
Union of So. Africa	6,810	
Egypt	2,205	
Other	514	
Total	502,570	694,402
Value	\$415,851	\$57,177

### EXPORTS

	Hog, lbs.	Beef, lbs.	Other, lbs.
Portugal	37,715		
Spain	23,126		
Switzerland	1,316	78,724	
United Kingdom	280,298		
Canada	2,095		76,211
Mexico	.....		5,963
Cuba	1,425	25,320	322
Dominican Republic	357	2,370	115
Argentina	6,300	4,725	
Palestine	.....		3,412
Australia	125,126	15,805	13,717
New Zealand	5,400		
Union of So. Africa	33,413		
Other	2,264	56	3,441
Total	457,994	190,341	108,181
Value	\$307,055	\$29,588	\$97,004

## MEAT IMPORTS AT NEW YORK

Imports for the period May 15 to May 21, inclusive, at New York:

Point of origin	Commodity	Amount lbs.
Argentina—Canned corned beef	315,000	
Canada—Smoked back bacon	6,829	
—Fresh chilled pork	100	
—Fresh chilled ham	28,980	
—Cooked ham in tins	30,015	
—Fresh chilled calf liver	5,275	
—Fresh frozen beef liver	2,124	
—Canned ham	39,817	
—Fresh pork ham	22,850	
—Fresh pork trimmings	13,675	
—Fresh pork ribs	1,773	
—Fresh pork shoulders	6,920	
—Fresh bacon ham	621	
—Frozen pork shoulders	4,792	
—Pickled back bacon	39	
—Smoked belly bacon	3	
—Frozen beef tongues	2,417	
Cuba—136 quarters fresh chilled beef	21,785	
—Fresh chilled beef cuts	27,059	
—75 quarters fresh frozen beef	10,918	
—Fresh frozen beef cuts	63,987	
—Fresh frozen beef tongues	1,453	
Switzerland—Bonillon cubes in tins	1,217	
—Granulated bonillon in tins	9,266	

## TALLOW FUTURE TRADING

### N. Y. Closing Prices

Monday, May 26.—June 8.10@8.25; July 8.10@8.35; Aug. 8.15@8.45; Sept. 8.20@8.55; Oct. 8.20@8.60; no sales.

Tuesday, May 27.—June 8.10@8.25; July 8.10@8.35; Aug. 8.15@8.45; Sept. 8.20@8.55; Oct. 8.20@8.60; Nov. 8.25@8.70; no sales.

Wednesday, May 28.—June, July, Aug., Sept., Oct. and Nov., 8.00 n; no sales.

Thursday, May 29.—June 7.90@8.10; July 7.98@8.20; Aug. 8.00@8.30; Sept. 8.00@8.35; Oct. 8.05@8.35; no sales.

Friday, May 30.—Holiday. No market.



# MEAT AND SUPPLIES PRICES

## Chicago

### WHOLESALE FRESH MEATS

#### Carcass Beef

	Week ended May 27, 1941	Cor. week, 1940 per lb.
Prime native steers—	19 1/2 @ 20	17 @ 18
400-600	19 1/2 @ 20	17 @ 18
600-800	17	16 @ 17
800-1000	20	17 @ 18
Good native steers—	17 1/2	16 1/2 @ 17
400-600	17 1/2	16 @ 17
600-800	17 1/2	16 @ 17
800-1000	17 1/2	16 @ 17
Medium steers—	18 1/2	15 1/2 @ 16 1/2
400-600	16	15 1/2 @ 16 1/2
600-800	15 1/2 @ 16 1/2	15 1/2 @ 16 1/2
800-1000	16	15 1/2 @ 16 1/2
Hofers' good, 400-600	16 1/2	15 1/2 @ 16 1/2
Cows, 400-600	13 1/2 @ 14 1/2	12 1/2 @ 13 1/2
Hind quarters, choice	24 1/2	21 @ 22
Front quarters, choice	14 1/2	12 1/2 @ 13

#### Beef Cuts

Steer loins, choice, 60/65	.36	unquoted
Steer loins, No. 1	.30	30
Steer loins, No. 2	.25 1/2	27
Steer short loins, choice, 30/35/48	unquoted	37
Steer short loins, No. 1	.36	32
Steer short loins, No. 2	.32	28
Steer loin ends (hips)	.26	24
Steer loin ends, No. 2	.24	19
Cow loins	.21 1/2	22
Cow short loins	.20	18
Cow loin ends (hips)	.20	19
Cow short ribs, choice, 30/40	.25	unquoted
Cow short ribs, No. 1	.21	19
Cow short ribs, No. 2	.18 1/2	18
Cow ribs, No. 2	.15 1/2	14
Cow ribs, No. 3	.14 1/2	13
Steer rounds, choice, 80/100	.22	unquoted
Steer rounds, No. 1	.20	18
Steer rounds, No. 2	.19 1/2	17 1/2
Steer chuck, choice, 80/100	.14 1/2	unquoted
Steer chuck, No. 1	.14 1/2	12 1/2
Steer chuck, No. 2	.14	12 1/2
Cow rounds	.16	15
Cow chuck	.14	11
Steer plates	.10 1/2	8
Medium plates	.10	7
Briskets, No. 1	.16 1/2	13
Cow liver ends	.10	7
Steer liver ends	.8 1/2	6
Pork shanks	.9 1/2	8 1/2
Bind shanks	.8	7
Steer loins, No. 1 bns.	.70	55
Steer loins, No. 2	.40	40
Steer loins, No. 2	.30	28
Steer loins, No. 2	.27	22
Beef tenderloins, No. 1	.60	65
Beef tenderloins, No. 2	.58	60
Rump butts	.26	15
Flank steaks	.25	21
Shoulder chops	.18	16
Hanging tenderloins	.16	17
Shoulder chops	.21	17 1/2
Outskirt, green, 8 lbs. up	.20	16 1/2
Outskirt, green, 8 lbs. up	.20	16 1/2

#### Beef Products

Briskets	.6	6
Hearts	.8	8
Tongues	.18	18
Sweetbreads	.15	16
Ox-tail	.10	8
Fresh tripe, plain	.8 1/2	10
Fresh tripe, H. C.	.14	11 1/2
Livers	.25	21
Kidneys	.8	9

#### Veal

Choice carcass	.19	16 @ 17
Good carcass	.18	15 @ 16
Good saddles	.23	21
Good racks	.14	12
Medium racks	.12 1/2	10 @ 11

#### Veal Products

Brains, each	.10	8
Sweetbreads	.81	35
Calf livers	.55	51

#### Lamb

Choice lambs	.20	22
Medium lambs	.19	20
Choice saddles	.24	24
Medium saddles	.23	23
Choice forces	.16	17
Medium forces	.16	16
Lamb tripe	.18	18
Lamb tongues	.28	32
Lamb kidneys	.17	17
Lamb kidneys	.15	15

#### Mutton

Heavy sheep	.9	10
Light sheep	.11	13
Heavy saddles	.11	12
Light saddles	.13	16
Heavy forces	.7	8
Light forces	.9	10
Medium legs	.17	18
Mutton stew	.11	16
Mutton stew	.7	9
Sheep tongues	.11	11
Sheep heads, each	.11	11

### FRESH PORK AND PORK PRODUCTS

Pork loins, 8-10 lbs. av.	.18	14
Picnics	.15 1/2	10
Skinned shoulders	.15 1/2	11
Tenderloins	.30	28
Spars	.11	10
Back fat	.8	6
Boston butts	.17 1/2	13 1/2
Boneless butts, cellar trim, 2@4	.22	14
Hocks	.10	9
Tails	.7	5
Neck bones	.3	4
Slip bones	.8	9
Blade bones	.10	9
Pigs' feet	.3 1/2	4
Kidneys, per lb.	.4	6
Livers	.11	7
Brains	.8	7
Heart	.4	4
Snouts	.4	4
Heads	.6	6
Clitterlings	.6	7 1/2

### WHOLESALE SMOKED MEATS

Fancy regular hams, 14@16 lbs., parchment paper	.24 1/4 @ 24 1/4
Fancy skinned hams, 14@16 lbs., parchment paper	.25 1/4 @ 26
Standard reg. hams, 14@16 lbs., plain	.23 1/4 @ 23 1/4
Picnics, 4@8 lbs., short shank, plain	.17 1/2 @ 18 1/2
Picnics, 4@8 lbs., long shank, plain	.16 1/2 @ 17 1/2
Fancy bacon, 6@8 lbs., plain	.25 @ 26 1/2
Standard bacon, 6@8 lbs., plain	.25 @ 23 1/2
No. 1 beef sets, smoked	
Inside, 8@12 lbs.	.36 1/2 @ 37 1/2
Outsides, 5@9 lbs.	.34 @ 35
Knuckles, 5@9 lbs.	.34 @ 35
80-100 pieces	.15
100-125 pieces	.15
125-150 pieces	.14 1/2
Clear plate pork, 25-35 pieces	.14.00
Bean pork	.16.00n
Brisket pork	.21.00n
Plate beef	.19.00
Extra plate beef	.19.50

### VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$.15.75
Lamb tongue, short cut, 200-lb. bbl.	65.00
Regular tripe, 200-lb. bbl.	24.50
Honeycomb tripe, 200-lb. bbl.	27.00
Pocket honeycomb tripe, 200-lb. bbl.	30.50

### BARRELED PORK AND BEEF

Clear fat back pork:	
70-80 pieces	\$.15.50
80-100 pieces	15.00
100-125 pieces	14.50
Clear plate pork, 25-35 pieces	14.00
Pork cheek meat (trimmed)	16
Pork hearts	9 1/2 @ 9 1/2
Pork livers	9 1/2 @ 9 1/2
Native boneless bull meat (heavy)	16 1/2
Boneless chuck	15 1/2
Shank meat	15 @ 15 1/2
Beef trimmings	15 1/2
Dressed canners, 350 lbs. and up	11 1/2
Dressed canners, 400-450 lbs.	12 1/2
Dr. bologna balls, 600 lbs. and up	12 1/2
Tongues, No. 1, canner trim	18

### SAUSAGE MATERIALS

(Packed basis.)	
Regular pork trimmings	10 @ 10 1/4
Special lean pork trimmings	85%
Extra lean pork trimmings	95%
Pork cheek meat (trimmed)	16
Pork hearts	16
Pork livers	9 1/2 @ 9 1/2
Native boneless bull meat (heavy)	16 1/2
Boneless chuck	15 1/2
Shank meat	15 @ 15 1/2
Beef trimmings	15 1/2
Dressed canners, 350 lbs. and up	11 1/2
Dressed canners, 400-450 lbs.	12 1/2
Dr. bologna balls, 600 lbs. and up	12 1/2
Tongue & blood	10 1/2
Blood sausage	19 1/2
Sausage	17
Pork sausages	26 1/2

### DOMESTIC SAUSAGE

(Quotations cover fancy grades.)	
Pork sausage, in 1-lb. carton	28 1/2
Country style sausage, fresh in link	24
Country style sausage, fresh in bulk	22
Country style sausage, smoked	28
Frankfurters, in sheep casings	27 1/2
Frankfurters, in hog casings	27
Skinless frankfurters	25 1/2
Bologna in beef bungs, choice	21 1/2
Bologna in beef middles, choice	22
Liver sausage in beef rounds	18 1/2
Liver sausage in hog bungs	20 1/2
Smoked liver sausage in hog bungs	25
Head cheese	16 1/2
New England luncheon specialty	26
Minced luncheon specialty, choice	23
Tongue & blood	20 1/2
Blood sausage	19 1/2
Sausage	17
Pork sausages	26 1/2

### DRY SAUSAGE

Cervelat, choice, in hog bungs	.41
Thuringer	.33
Farmer	.33
Holsteiner	.33
B. C. salami, choice	.38
Milano, salami, choice in hog bungs	.36 1/2
B. C. salami, new condition	.24 1/2
Frisses, choice, in hog middles	.36 1/2
Geno style salami, choice	.44
Pepperoni	.36
Mortadella, new condition	.23
Capicola	.36
Italian style hams	.47 1/2
Virginia hams	.42

### CURING MATERIALS

Cwt.	
Nitrite of soda (Chgo. w'hse. stock)	
In 400-lb. bbls., delivered	\$ 8.75
Salt peter, less than ton lots, f.o.b. N. Y.	
Dbl. refined granulated	8.00
Small crystals	9.00
Medium crystals	9.25
Large crystals	10.00
Pure rfd. gran. nitrate of soda	
Pure rfd. powdered nitrate of soda	5.90
Salt peter, in minimum car of 90,000 lbs. only, f.o.b. Chicago, per ton	
Granulated	7.20
Medium, dried	10.20
Rock	8.80
Sugar	
Raw, 96 basis, f.o.b. New Orleans	3.40
Standard, g. m. f. o. b. refiners (2%)	4.95
Dbl. Reserve, La., less 2%	4.80
Dextrose, in car lots, per cwt. (cotton)	4.22
In paper bags	4.17

### SAUSAGE CASINGS

(F. O. B. Chicago)  
(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.	.14
Domestic rounds, 140 pack.	.32
Export rounds, wide	.44
Export rounds, medium	.22
Export rounds, narrow	.26
No. 1 weasand	.05
No. 2 weasand	.03
No. 1 bungs	.14
No. 2 bungs	.09
Middles, regular	.60
Middles, select, wide, 2@2 1/2 in. & up	.60
Middles, select, extra, 2 1/2 in. & up	.90
Dried or salted bladders	
12-14 in. wide, flat	1.00
16-18 in. wide, flat	.65
20-22 in. wide, flat	.85
26-30 in. wide, flat	.25
Pork casings:	
Narrow, per 100 yds.	1.50
Narrow, special, per 100 yds.	1.65
Medium, regular	

# MARKET PRICES

## New York

### WHOLESALE DRESSED MEAT PRICES

Wholesale prices of western dressed meats, quoted by the U. S. Department of Agriculture, Agricultural Marketing Service, on May 28, 1941:

FRESH BEEF:	CHICAGO	BOSTON	NEW YORK	PHILA.
STEER, Choice:				
400-500 lbs. <sup>1</sup>	\$16.50@18.00			
500-600 lbs.	16.50@18.00			
600-700 lbs. <sup>2</sup>	16.50@18.00	\$16.00@17.00	16.00@17.50	\$17.00@18.00
700-800 lbs. <sup>2</sup>	16.00@17.50	16.00@17.00	16.00@17.50	17.00@17.50
STEER, Good:				
400-500 lbs. <sup>1</sup>	15.50@16.50			
500-600 lbs.	15.50@16.50			
600-700 lbs. <sup>2</sup>	15.50@16.50	15.00@16.00	15.50@16.00	15.50@16.50
700-800 lbs. <sup>2</sup>	15.00@16.00	15.00@16.00	15.50@16.50	15.50@16.50
STEER, Commercial:				
400-600 lbs. <sup>1</sup>	14.50@15.50			
600-700 lbs. <sup>2</sup>	14.50@15.00	14.00@15.00	14.50@15.50	14.50@15.50
STEERS, Utility:				
400-600 lbs. <sup>1</sup>	14.00@14.50			
COW (All Weights):				
Commercial	13.75@14.25	13.50@14.00	14.00@14.50	
Utility	13.25@13.75	13.00@13.50	13.00@14.00	13.50@14.00
Cutter	12.50@13.25	12.50@13.00	12.50@13.00	13.00@13.50
Canner	11.75@12.50			
FRESH VEAL AND CALF:				
VEAL, Choice:				
80-130 lbs.	18.00@19.00	18.00@19.00	17.50@18.50	17.00@18.00
VEAL, Good:				
50-80 lbs.	15.00@17.00	15.50@17.00	15.00@16.00	15.00@16.00
80-130 lbs.	16.00@18.00	16.50@18.00	16.00@17.50	16.00@17.00
VEAL, Commercial:				
50-80 lbs.	14.00@15.00	13.50@15.50	14.00@15.00	14.00@15.00
80-130 lbs.	14.50@16.00	14.50@16.50	15.00@16.00	15.00@16.00
VEAL, Utility:				
All weights	13.50@14.00	13.00@14.50	13.00@14.00	13.00@14.00
FRESH LAMB AND MUTTON:				
SPRING LAMB (All Weights):				
Choice	18.00@21.00	19.00@21.00	19.00@20.00	18.00@20.00
Good	17.00@20.00	18.00@20.00	17.00@19.00	17.00@19.00
Commercial	16.00@18.00	16.00@19.00	16.00@18.00	16.00@17.00
Utility	15.00@16.00	14.00@16.00	14.00@16.00	14.00@16.00
LAMB, Choice:				
40-45 lbs.	16.50@18.50	18.00@19.00	18.00@18.50	18.00@19.00
45-50 lbs.	16.00@18.00	17.00@18.00	17.00@18.00	17.00@18.00
50-60 lbs.	15.50@17.00	16.00@17.00	16.00@17.00	16.00@17.00
LAMB, Good:				
30-40 lbs.	15.50@16.50	17.00@18.00	17.00@18.00	17.00@18.00
40-45 lbs.	15.50@16.50	17.00@18.00	17.00@18.00	17.00@18.00
45-50 lbs.	15.50@16.50	16.00@17.00	16.00@17.00	16.00@17.00
50-60 lbs.	14.50@15.50	15.00@16.00	15.00@16.00	15.00@16.00
LAMB, Commercial:				
All weights	14.00@15.00	14.50@16.00	14.00@16.00	14.00@16.00
LAMB, Utility:				
All weights	12.50@14.00	13.50@15.00	13.00@15.00	13.00@15.00
MUTTON (Ewe), 70 lbs. down:				
Good	8.50@ 9.50	10.00@11.00	9.00@ 9.50	9.00@10.00
Commercial	7.50@ 8.50	8.00@10.00	8.00@ 9.00	7.00@ 8.00
Utility	7.00@ 8.00	7.00@ 8.00	7.00@ 8.00	6.00@ 7.00
FRESH PORK CUTS:				
LOINS No. 1 (Bladeless Incl.):				
8-10 lbs.	17.00@18.00	16.50@17.50	15.50@17.00	16.00@17.50
10-12 lbs.	16.50@17.50	15.50@17.00	15.50@17.00	16.00@17.50
12-15 lbs.	16.00@17.00	15.50@16.50	15.50@15.50	15.50@16.00
16-22 lbs.	15.50@16.00			14.00@15.50
SHOULDERS, Skinned N. Y. Style:				
8-12 lbs.	14.50@15.50			15.50@16.50
BUTTS, Boston Style:				
4-8 lbs.	16.50@17.50			17.50@18.50
SPARE RIBS:				
Half Sheets	11.00@12.00			
TRIMMINGS:				
Regular	10.00@10.50			

<sup>1</sup>Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. <sup>2</sup>Includes kosher beef sales at Chicago. <sup>3</sup>Skin on at Chicago and New York; equivalent weights skin off at Boston and Philadelphia.

<sup>4</sup>Based on 50-100 lb. box sales to retailers.

All quotations in dollars per hundredweight. Beef, veal, lamb and mutton prices apply to straight and calculated carcass bases.

### LEATHER INVENTORIES

In an analysis of the current leather situation, Merrill A. Watson, Executive vice president of the Tanners' Council, recently pointed out to members the disturbing effects of inventory accumulation by shoe manufacturers, producers of other leather goods and retailers. He urged that no one in the leather or shoe business ignore the "distortion of supply-demand relationships induced by the forward buying and stock building of recent months. Such inventory ac-

cumulation by manufacturers and distributors has placed an additional strain upon hide and leather supplies."

"For the past few months demand has in some cases been fantastic. For example, bookings of all cattlehide leather in the first quarter were at a rate of 90 million hides a year, and deliveries at a rate of 28 million. That pace cannot be maintained because tanners cannot undertake to supply leather at such a rate indefinitely and because customers ordering must eventually reach a saturation point."

# Steady Situation Continues in Tallow, Grease Markets

Fair amount of extra sells at 8c at New York, unchanged from previous levels; unaffected by easiness in coconut oil—Tallow and grease producers remain in comfortably sold up position.

**TALLOW.**—The market for extra tallow was very steady at New York this week, business passing at unchanged prices of 8c for extra, with expectations in the trade that the week's volume would closely approximate the 2 million-lb. figure. Local and outside soapers were in the market and although a reactionary tone was apparent in many other commodities—some closely allied with tallow—there was no great pressure of tallow on the market, as producers continued in a comfortably sold up position. Reports indicated that coconut oil dropped about 1/2c per lb., following a rescinding of the \$10.00 per ton increase in freight rates; this brought about some increase in palm oil offerings and a slightly easier tone. However, the tallow market held very steadily.

At New York, edible was quoted at 8 1/4c; extra, 8c; and special, 7 3/4c@8c.

Very little activity was recorded during this short holiday week in the Chicago tallow market, and prices remained about steady to very slightly firmer on one or two items. Late last week, a fair quantity of material moved at 8c for prime and 7 3/4c for special at Chicago and Cincinnati, but by Friday demand appeared satisfied and the erratic action of lard and oils tended to slow down buyer interest, and the sluggish tone continued the first of this week. Tuesday's market was generally quiet and in a waiting position, with offerings not plentiful. One large consumer, showing no interest locally, was reported picking up scattered outside offerings at 8c for prime and 7 3/4c for special at Cincinnati, and 1/2c less at Kansas City and St. Louis. Wednesday's tallow market was quiet, with moderate offerings. Quotations were as follows:

Edible tallow.....	8 1/4
Fancy tallow.....	8 @8 1/4
Prime packers.....	8
Special tallow.....	7 3/4 @7 3/4
No. 1 tallow.....	7 3/4 @7 3/4

**STEARINE.**—The market was quiet but steady at New York. Oleo was unchanged at 9 1/2c@10c, ex-plant.

**OLEO OILS.**—Demands were routine at New York and the market steady and quitably unchanged. Extra was 10@10 1/2c; prime, 9 1/2c@10 1/2c, and lower grades, 9 1/2c@10c.

At Chicago the market was steady, with extra 10c and prime 9 1/2c.

**GREASE OIL.**—Demands were quiet at New York but the market was

quotably unchanged, with No. 1 11 1/4c; No. 2, 11 1/2c; extra, 11 1/4c; extra No. 1, 11 1/2c; winter strained, 12c; prime burning, 12 1/2c, and prime inedible, 12 1/2c.

Grease oil quotations in the Chicago market this week were: No. 1, 10 1/4c; No. 2, 10 1/2c; extra, 11 1/4c; extra No. 1 11c; extra winter strained, 11 1/2c; special No. 1, 10 1/4c; prime burning, 12c; and prime inedible, 11 1/4c. Acidless tallow oil was quoted in the Chicago market this week at 10 1/4c.

**NEATSFOOT OIL.**—Demand was quiet at New York but the market held very steady. Cold test was quoted at 18 1/4c; extra, 11 1/4c; extra No. 1, 11 1/2c; prime, 12c; and pure, 14 1/2c.

Neatsfoot oil quotations in the Chicago market this week were: Cold test, 18c; extra, 11 1/4c; No. 1, 11c; prime, 11 1/2c and pure, 14 1/2c.

**GREASES.**—The market was moderately active and slightly easier, with an estimated 200,000 to 300,000 lbs. of yellow and house grease changing hands at New York at 7 1/2c, off 1/2c from the previous week, but there were additional demands at the new levels and producers were holding for 7 1/2c. Steadiness in tallow was offset by an easier coconut oil market, and an unsteady tone in the major commodities. However, grease producers are comfortably sold up, and there does not appear to be any unsold stock hanging over the market.

At New York, yellow and house was quoted at 7 1/2c@7 3/4c; brown, 7c; and white, 8c.

No particularly noteworthy developments appeared to be taking place in the grease market at Chicago this week. Trading was relatively light on moderate demand and limited offerings, and quotations showed very little change from last week's levels. Late last week, a couple of tanks of white grease were reported at 8c, Chicago, and offered that basis in another direction, while yellow grease was offered at 7 1/2c, Chicago. On Tuesday, white grease was reported selling again at 8c, Chicago, and a sale was reported at 8 1/4c, del'd East. Several tanks of 20 a yellow grease were reported at 7 1/2c, Chicago. The market on Wednesday was generally quiet. Grease quotations were:

Choice white grease.....	8
A-white grease.....	7 1/2
B-white grease.....	7 1/2
Yellow grease, 10-15 f.f.a.....	7 1/2
Yellow grease, 16-20 f.f.a.....	7 1/2 @7 3/4
Brown grease.....	7 @7 3/4

*Careless work in hog scalding costs money. Read "PORK PACKING," The National Provisioner's pork handbook.*

## BY-PRODUCTS MARKETS

(Quotations given are basis Chicago.)  
May 28, 1941

Situation in the by-products markets remained quiet and largely nominal this week on slim offerings and a rather spotty demand. Prices at midweek were about the same as those prevailing last Thursday.

### Blood

Blood quiet around \$3.15, at which level last sales were reported.

Unit  
Ammonia.....\$3.15

Underground.....

### Digester Feed Tankage Materials

No change in digester feed tankage materials quotations. Some 11 to 12% material reported selling around the \$3.50 level, but demand is spotty.

Underground, 11 to 12% ammonia.....\$ 3.50  
Underground, 6 to 10% choice quality.....3.75@4.00  
Liquid stick.....1.50

### Packinghouse Feeds

Packinghouse feeds continue at same prices quoted in recent weeks and appear fairly firm at these levels. Demand continues seasonally weak, but supplies are not burdensome.

Carlots,  
Per ton  
60% digester tankage.....\$55.00  
50% meat and bone scraps.....52.50  
Blood-meal.....60.00  
Special steam bone-meal.....55.00

### Bone Meals (Fertilizer Grades)

Bone meals selling sparingly at previous quotations.

Per ton  
Steam, ground, 3 & 50.....\$37.50  
Steam, ground, 2 & 26.....35.00

### Fertilizer Materials

Very quiet market; prices remain unchanged.

Per ton  
High grade tankage, ground.....\$ 2.75 & 10c  
10@11% ammonia.....\$ 2.75 & 10c  
Bone tankage, unground, per ton.....25.00@27.00  
Hoof meal.....2.65

### Dry Rendered Tankage

Cracklings steady to very slightly firmer; not much material moving, however.

Per unit  
Hard pressed and expeller unground.....\$ .80  
up to 48% protein (low test).....75 @.77 1/2  
above 48% protein (high test).....75 @.77 1/2  
Soft pressed pork, ac. grease and  
quality, ton.....40.00@42.50  
Soft pressed beef, ac. grease and  
quality, ton.....37.50@40.00

### Gelatine and Glue Stocks

The gelatine and glue stocks items continue steady at previous prices.

Per ton  
Calf trimmings.....\$29.00@32.50  
Sinews, pizzles.....22.00@25.00  
Cattle jaws, skulls and knuckles.....32.50@35.00  
Hide trimmings.....22.00@25.00  
Pig skin scraps and trim, per lb.....6c

### Bones and Hoofs

No changes reported in market on bones and hoofs.

Per ton  
Round shins, heavy.....\$ 60.00  
light.....55.00@57.50  
Flat shins, heavy.....55.00  
light.....50.00@52.50  
Blades, buttons, shanks and thighs.....50.00@52.50  
Hoofs, white.....55.00@57.50  
Hoofs, house run, unassorted.....32.00@33.00  
Junk bones.....30.00

### Animal Hair

Animal hair market extremely dull; no changes in prices.

Winter coil dried, per ton.....	\$50.00@52.50
Summer coil dried, per ton.....	30.00
Winter processed, black, lb.....	7 1/2c@8 1/2c
Winter processed, gray, lb.....	7c @ 7 1/2c
Summer processed, gray, lb.....	3c @ 3 1/2c
Cattle switches.....	4c @ 4 1/2c

## FERTILIZER PRICES

BASIS NEW YORK DELIVERY

### Ammoniates

Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports.....	\$29.00
Blood, dried, 16% per unit.....	3.25
Ground fish scrap, dried, 11 1/2% ammonia, 16% B. P. L., f.o.b. fish factory.....	4.40 & 10c
Fish meal, foreign, 11 1/2% ammonia, 10% B. P. L., c.i.f. spot.....	51.00
Fish scrap, acidulated, 70% ammonia, 3% A. P. A., f.o.b. fish factories.....	2.75 & 50c
Soda extract, per net ton, bulk, ex-vessel Atlantic and Gulf ports.....	27.00
in 200-lb. bags.....	28.00
in 100-lb. bags.....	29.40
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L. bulk.....	3.00 & 10c
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	3.15 & 10c

### Phosphates

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. ....	\$36.00
Bone meal, raw, 4 1/2% and 50%, in bags, per ton, c.i.f. ....	37.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	8.50

### Dry Rendered Tankage

50/55% protein, unground.....	72 1/2c
60% protein, unground.....	72 1/2c

## EASTERN FERTILIZER MARKETS

New York, May 27, 1941

The markets were rather quiet during the past week, outside of a number of cars of cracklings which sold at 72 1/2c, f.o.b. New York. No sales of blood were reported, and the market is nominally called \$3.25, but buyers' ideas are lower.

Some additional sales of fish scrap were made at Chesapeake Bay points at \$4.40 & 10c, f.o.b. fish factories. Tankage is moving slowly and feeding tankage is offered at \$3.15 & 10c, f.o.b. eastern shipping points.

## HIDES AND SKINS IMPORTS AND EXPORTS

Hides and skins imported into the United States during March, 1941:

### IMPORTS

	Pounds	Value
Cattle hides, dry .....	1,941,152	\$ 211,875
wet .....	22,240,911	1,973,282
Kipakins, dry .....	965,360	109,121
wet .....	234,025	40,607
Calfskins, dry .....	304,328	38,872
wet .....	294,160	54,436
Sheep and lamb skins, dry and green & woolled .....	1,632,401	228,809
pickled, fleshers' skivers .....	3,230,128	441,025
Sheep and lamb slats, dry .....	382,155	71,495
Buffalo hides, dry and wet .....	476,516	32,026
Indian Buffalo hides, dry and wet .....	265,772	63,004
Horse, colt and ass skins, dry .....	136,791	11,773
wet .....	771,190	61,477
Goat and kid skins, dry .....	3,230,128	441,025
wet .....	113,621	13,910
Kangaroo and wallaby .....	134,662	88,640
Deer and elk skins .....	203,761	52,504
Reptile skins (pieces) .....	86,570	50,701
Shark skins .....	21,108	3,026
Other fish skins .....	254,120	8,846
Seal skins, not fur .....	70	15
Other hides and skins (pieces) .....	162,417	188,361

### EXPORTS

	Pieces	Ibs.	Value
Cattle hides .....	26,919	1,740,514	197,134
Calfskins .....	13,506	149,533	55,626
Kipakins .....	7,800	110,230	33,733
Sheep skins .....	58,226	102,652	19,351
Other hides and skins .....	.....	86,166	15,745

Careless work in hog scalding costs money. Read "PORK PACKING," The National Provisioner's pork handbook.

# Cotton Oil Upturn Checked By Restrictions on Trading

Futures back and fill on New York market—Trade worried about further curbs—Cash demand slackens—Soybean and coconut oils easier.

coast with the market falling to 6c on shipment oil.

**CORN OIL.**—The last sales were at 10 1/2c.

**SOYBEAN OIL.**—An easier trend in allied oils and fats brought a slightly lower range in soybean oil. Old crop oil sold at 8 1/2c, while new crop was 8 1/2c @ 8 1/2c, with demand distinctly slower. Some new crop extracted oil sold on resales at 8 1/2c.

**PALM OIL.**—Demand was less brisk owing to a weaker turn in coconut oil. Palm oil buyers' ideas were lowered to 5 1/2c, while offerings were fairly free at 5 1/2c.

**OLIVE OIL FOOTS.**—The market was quiet but steady at New York. Foots were quoted at 14 1/2c.

**PEANUT OIL.**—Last business in southeast crude peanut oil passed at 10c.

**COTTONSEED OIL.**—Valley and Southeast crude were quoted Wednesday at 9 1/2c paid, Texas, 9 1/2c @ 9 1/2c nominal at common points, Dallas, 9 1/2c nominal.

Futures market transactions for the week at New York were:

	—Range—	—Closing—			
	Sales	High	Low	Bid	Asked
<b>FRIDAY, MAY 23, 1941</b>					
June .....	6	10.65	10.50	10.68	10.75
July .....	9	10.68	10.65	10.68	10.75
August .....	10	10.68	10.65	10.68	10.75
September .....	10 1/2	10.65	10.42	10.63	10.75
October .....	51	10.63	10.47	10.61	10.75
November .....	11	10.62	10.42	10.60	10.65
December .....	2	10.62	10.42	10.60	10.65
January .....	.....	.....	.....	10.60	10.65
Sales 268 contracts.					

### SATURDAY, MAY 24, 1941

June .....	1	10.70	10.70	10.70	10.75
July .....	9	10.68	10.65	10.68	10.75
August .....	32	10.70	10.65	10.68	10.75
September .....	9	10.68	10.63	10.65	10.75
October .....	7	10.68	10.64	10.65	10.75
November .....	.....	.....	.....	10.60	10.75
December .....	.....	.....	.....	10.60	10.75
January .....	.....	.....	.....	10.60	10.75
Sales 49 contracts.					

### MONDAY, MAY 26, 1941

June .....	10	10.60	10.53	10.58	10.65
July .....	10	10.68	10.65	10.68	10.75
August .....	77	10.65	10.46	10.53	10.65
September .....	52	10.57	10.46	10.49	10.55
October .....	19	10.51	10.36	10.53	10.55
November .....	26	10.54	10.45	10.48	10.55
December .....	14	.....	.....	10.45	10.55
Sales 165 contracts.					

### TUESDAY, MAY 27, 1941

June .....	5	10.55	10.50	10.55	10.65
July .....	9	10.55	10.51	10.54	10.65
August .....	106	10.57	10.41	10.48	10.65
September .....	65	10.55	10.44	10.45	10.65
October .....	19	10.51	10.36	10.53	10.65
November .....	26	10.54	10.40	10.45	10.65
December .....	26	10.54	10.40	10.47	10.65
January .....	.....	.....	.....	.....	.....
Sales 206 contracts.					

### WEDNESDAY, MAY 28, 1941

June .....	9	10.55	10.51	10.54	10.65
July .....	9	10.68	10.65	10.68	10.75
August .....	106	10.57	10.41	10.48	10.65
September .....	65	10.55	10.44	10.45	10.65
October .....	19	10.51	10.36	10.53	10.65
November .....	26	10.54	10.40	10.45	10.65
December .....	26	10.54	10.40	10.47	10.65
January .....	.....	.....	.....	.....	.....
Sales 206 contracts.					

(See page 36 for later markets.)

## OLEOMARGARINE

### F. O. B. CHICAGO

White domestic vegetable.....	14 1/2
White animal fat.....	13
Water churned pastry.....	14 1/2
Milk churned pastry.....	15 1/2
Vegetable type .....	11

## Fats' Strength Due To Several Factors

**S**TRENGTHENING factors in the price situation for fats and oils this year are increases in incomes of consumers, the high level of building activity, government lard purchases and the probability that imports of vegetable oilseeds and oils will be smaller during the remainder of the year than a year earlier, despite the availability of abundant supplies of most kinds of imported fats and oils in surplus-producing areas, says the U. S. Bureau of Agricultural Economics in an analysis of the fats and oil situation.

The growing scarcity of ocean shipping space has altered the general price outlook in the last several months. It now seems probable, says the bureau, that prices of most fats and oils will average substantially higher in 1941 than in 1940, rather than moderately higher as indicated last fall.

No reliable indication of the probable production of domestic oilseeds in 1941 is yet available. However, it seems likely that prices of oilseeds in the 1941-42 marketing season will average higher than in the current season, even if output should be increased. The growing strength in domestic demand, plus the probability that imports will be reduced, will more than offset the effect on prices of any increase in domestic production that may take place this year. Normally, 10 to 15 per cent of our total fat supply is imported.

### A sharp advance in prices of fats and

oils took place in March, April and early May. Prices of animal fats and oils in April averaged 14 per cent higher than in February. Prices of imported vegetable oils, already comparatively high, were up 19 per cent, and prices of domestic vegetable oils were up 29 per cent. The general price level for all groups in April was 24 per cent higher than the relatively low prices of April 1940.

Despite rising prices, total consumption of primary fats and oils was 16 per cent greater in the first quarter this year than last (2,382 million lbs. against 2,058 million lbs.). Nearly all items shared in the increase. The increase in consumption was accounted for largely by greater use of cottonseed oil (up 102 million lbs.), inedible tallow and greases (up 69 million lbs.), and linseed oil, palm oil, lard, soybean oil, and peanut oil (up 23-38 million lbs.). Several other items also showed increases. Part of the increase in utilization of primary fats may have resulted from an increase in storage demand for finished products, such as soap and paints.

Factory production of fats and oils, as a whole, was only slightly larger in the first quarter this year than last. Decreased output of lard and greases has been offset by increases in butter and domestic vegetable oils. But stocks of primary fats and oils, which were increased considerably during the first quarter of 1940, showed little change in the first three months this year. Net imports of fats and oils were smaller in the first quarter this year than in the like period a year ago.

## **COTTONSEED IN DEFENSE**

The role of the cottonseed crushing industry in the national defense program was outlined before the forty-fifth annual convention of the National Cottonseed Products Association at New Orleans last week by Chester C. Davis, until recently a member of the National Defense Advisory Commission and now president of the Federal Reserve bank of St. Louis.

"It is the chemical grade of linters that is used almost entirely at the present time in the manufacture of nitro-cellulose for smokeless powder for the U. S. Army and Navy," Mr. Davis declared. ". . . Our principal concern has been to supply linters for nitration insofar as possible without disrupting or jeopardizing unnecessarily the permanent market outlets."

Cottonseed oil will also be affected by the defense program, Mr. Davis said: "While shortening and margarine and other cottonseed oil products are not presently contemplated under the government purchase program for aid to Britain, the domestic consumption of cottonseed oil in the edibles will undoubtedly be stepped up."

George J. Stewart of Swift & Company, chairman of the association's public relations committee, presented a dramatic slide-film entitled "What Do Our Neighbors Think?" with which he emphasized the importance of the organization's public relations program.

R. M. Hughes, president of the Green Oil Mill & Feed Co., Greer, S. C., was elected president of the association, succeeding C. W. Wallace.



This map by the Institute of Margarine Manufacturers is revised to April 1941.

# HIDES AND SKINS

Hide trading halted by announcement of price ceiling to be imposed basis 15c for July light native cows—Earlier sales established bulls 1/4c up.

## Chicago

**PACKER HIDES.**—Trading in the packer hide market came to a standstill with the announcement at mid-week by the Price Control Administrator that a maximum price schedule will be imposed on hides "in the immediate future," to be based on a price of 15c for light native cows of July take-off, this being the basic grade used in hide future contracts. It was also announced that the Administrator is making a study of kid and calfskins to determine whether price ceilings are necessary.

With the last trading previous week in northern light native cows at 16½c for May take-off, and at 17c for River points, as against a proposed ceiling of 15c, trading in the spot market came to a stop. Hide futures broke around 85 points, with only a slight recovery later, closing 67@73 lower, with all quoted months below the 15c level. Margin requirements on hide futures were also increased to \$700 per contract.

The trade in general is still awaiting some clarification of the announcement, the details of which appear to be

rather vague at present. The only information available came through a news release to the daily press, and there has been no direct announcement so far through the trade associations of either the producers or tanners, which would be considered the normal channels for handling such matters.

Just prior to the talk of price ceilings, an advance of ½c was paid for a total of 8,700 bulls; the Association also moved two cars of May light native cows at 16½c, and a car branded cows at 16c, steady prices, reported sales for the week involving a total of 11,500 hides.

The active trade previous week left packers well sold up at most points well into May; the April hides are out of the way except for possibly a couple small lots of branded steers. Prices, meanwhile, are quoted on the basis of last sales of May hides in the spot market.

Native steers last sold at 16c for St. Pauls and 15½c for River points. Extreme light native steers were cleaned up at 17½c.

Butt branded steers sold previous week at 15c for May take-off, Colorados at 14½c, and heavy Texas steers at 15c; light Texas steers were nominal around 15c; extreme light Texas steers were sold up at 14½c.

Heavy native cows last sold at 16c for Mays. The Association sold 2,000 May light native cows this week at steady price of 16½c, last paid for packer northern points; River point light cows last sold at 17c. The Association also sold 800 May branded cows steady at 16c.

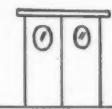
A packer sold a total of 8,000 Jan. forward bulls, and the Association 700 Mays, at 12½c for native bulls and 11½c for a few brands.

When comparing present quotations with those of a year ago, it should be borne in mind that this week a year ago the market was in a chaotic condition following the collapse of Belgian resistance and the surrender of the Belgian and Dutch armies, and hide prices were below normal then.

Coincident with the announcement of the proposed price ceiling was a statement from the Office of Production Management that the army had rejected all bids on 1,000,008 pairs of shoes, opened last Friday at Boston; these bids ranged from \$3.42 to \$3.65 for all-leather shoes, with alternative bids from \$3.24 to \$3.54 for shoes with corded rubber soles.

**OUTSIDE SMALL PACKER.**—The market on outside small packer all-weight natives had been quoted around 15½c, selected, up to mid-week, for the usual run of current offerings, some quoting in a range of from 15c for heavy back salting hides up to 16c for light average stock around 43 lb. of cur-

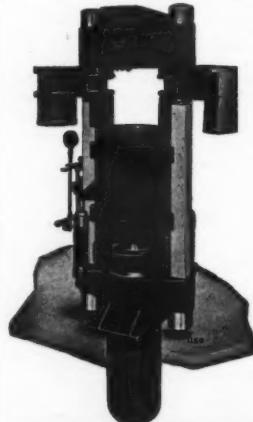
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rent salting, with brands  $\frac{1}{2}$ c less. Very light average stock, however, is scarce.

**PACIFIC COAST.**—The up-set in the markets has delayed action in the Coast market on May hides. Last reported trade on April take-off, couple weeks back, was at 13 $\frac{1}{2}$ c for cows and 12c for steers, flat, f.o.b. shipping point.

**FOREIGN WET SALTED HIDES.**—The South American market is approaching the season of less desirable winter take-off and just what effect the proposed price ceiling will have on this market remains to be seen. Very little action has come to light this week. A total of 11,000 frigorifico reject cows were reported at 93 pesos, equal to 14 $\frac{1}{2}$ c, c.i.f. New York, with no recent comparable sale. Last reported trading in frigorifico standard steers was at 95 pesos or 14 $\frac{1}{2}$ c, although 15c was reported to have been later declined.

**COUNTRY HIDES.**—Buyers and sellers are awaiting some clarification of the price situation in the country market. There had been a fair movement of country hides reported early in the week, and prices are quoted nominally on basis of last trading. Untrimmed all-weights around 48 lb. average, sold in a fair way at 12 $\frac{1}{2}$ c, flat, del'd Chgo., equal to 13 $\frac{1}{2}$ c, selected, while lighter average hides were said to be salable at a premium. Heavy steers and cows were quoted around 11c, flat, trimmed, with cows alone worth probably  $\frac{1}{2}$ c more. Trimmed buff weights sold at 13 $\frac{1}{2}$ c, flat, equal to 14 $\frac{1}{2}$ c se-

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lected. Trimmed extremes sold at 14 $\frac{1}{2}$ c, flat, equal to 15 $\frac{1}{2}$ c, selected. Bulls were quoted around 8 $\frac{1}{2}$ @8 $\frac{1}{2}$ c; glues quoted 10@10 $\frac{1}{2}$ c; all-weight branded hides around 11 $\frac{1}{2}$ @11 $\frac{1}{2}$ c flat.

**CALFSKINS.**—Some action had been expected this week on packer May calfskins, and the market is generally viewed as in a strong position due to lack of any offerings for the past five weeks, but the present situation has delayed offerings of May skins. Last trading in April production was at 29@29 $\frac{1}{2}$ c for northern heavies, 27 $\frac{1}{2}$ c for River point heavies, and 25c for lights; Milwaukee all-weights last sold at 26c, and business in southern all-weights last passed at 23c.

**LATER:** All packers sold a total of about 135,000 May production calfskins at 1c up for heavies and 1 $\frac{1}{2}$ c for lights; northern heavies sold at 30c, River heavies 28 $\frac{1}{2}$ c, lights 26 $\frac{1}{2}$ c; Milwaukee all-weights sold at 27 $\frac{1}{2}$ c; Cleveland and Evansville heavies at 30 $\frac{1}{2}$ c.

Another car Chgo. city 8/10 lb. calfskins was confirmed at the end of last week at 23 $\frac{1}{2}$ c, with 24c later talked; a car 10/15 lb. was also confirmed at 26c and this figure was bid at the opening of the week. Straight countries were quoted around 17@17 $\frac{1}{2}$ c flat, trimmed. Last confirmed trade in Chgo. city light calf and deacons was at \$1.60, which was later bid with \$1.70 asked.

**KIPSKINS.**—Offerings of packer May kipskins have been delayed and the market is quoted nominally on basis of last sales of April take-off; northern natives last sold at 22 $\frac{1}{2}$ c, northern over-weights at 20 $\frac{1}{2}$ c, southerns a cent less, and branded kips at 17 $\frac{1}{2}$ c.

There has been no recent trading in Chgo. city kipskins due to a lack of offerings, accumulation being very slow, and market is quoted around 20 $\frac{1}{2}$ c nom. Straight countries are nominal around 16c flat.

All packers cleared their April production of regular slunks previous week at \$1.00 and no offerings are expected for several weeks.

**HORSEHIDES.**—The horsehide market is in a somewhat uncertain position at the moment, although apparently strong up to the time of the talk of

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price ceilings. Good city renderers, with manes and tails, had been quoted at \$6.80@6.90, selected, f.o.b. nearby shipping points; ordinary trimmed renderers \$6.65@6.80, del'd Chgo.; mixed city and country lots \$6.25@6.40, Chgo.

**SHEEPSKINS.**—Dry pelts quoted 24 @24½c per lb., del'd Chgo., for full wools. Packer shearlings are at peak of production but demand continues good at steady to firm prices; several cars were reported sold this week at \$1.70@1.75 for No. 1's, \$1.25 for No. 2's, and 75c for No. 3's. Winter production pickled skins quoted around \$5.25 per doz. last paid and about cleaned up for the season; California spring lambskins quoted around \$6.00 per doz., some quoting \$6.00@6.25. With the season well over, packer wool pelts are quoted only nominally around \$3.15@3.25 per cwt. live weight basis; scattered lots of outside small packer pelts reported moving at \$2.50@2.60 each. California spring lambs quoted around \$2.00@2.05 per cwt. live weight basis; northern native spring lambs \$1.75@1.85 per cwt. live weight basis.

#### New York

**PACKER HIDES.**—The New York market is also at a standstill. The market is well sold up on May native steers, but three packers are reported to be holding May brands; one packer sold May brands last week basis 15c for butts and 14½c for Colorados, while the April brands were cleaned up at 1½c less.

**CALFSKINS.**—There has been no reported trading this week by either collectors or packers and quotations are only nominal pending clarification of the price situation. Early in the week, collector 4-5's had been quoted around \$1.55@1.60 nom.; 5-7's last sold at \$1.90, and 7-9's at \$2.80, while 9-12's were nominal around \$3.90. Packer 4-5's were quoted around \$1.90 nom., 5-7's \$2.25 nom.; 7-9's last sold at \$3.20 and 9-12's at \$4.25 but packers were asking 10c more, and asking \$4.70 on 12/17 veal kips.

#### Ceiling on Hides

(Continued from page 14.)

comment on the situation until official notice of the OPM action had been received and studied. Some of them were inclined to speculate, however, on one statement in the press reports. This was: "High prices for hides do not stimulate production, OPACS emphasized, because hides are a by-product of slaughtering at packinghouses and prices received for them do not revert in any manner to the producer."

Hide futures dropped sharply at mid-week, all positions being under 15c.

#### FRANKFURT MANUFACTURE

Frankfurt manufacture is discussed fully in THE NATIONAL PROVISIONER's latest authoritative operating handbook, "Sausage and Meat Specialties."

# WEEK'S CLOSING MARKETS

## THURSDAY'S CLOSING

### Provisions

Lard futures were 12½c lower on weakness in cottonseed oil and grains, causing commission house liquidation of lard, while buying for investment account and packer support was noted on a scale down. Cash trade was slow for lard and cured meats. Interest in the hog market was narrow; top hogs \$9.55; prices steady. Chicago carlot market was fairly firm on green regular hams, all sizes, due to comparatively light offerings recently.

### Cottonseed Oil

Cotton oil futures market was weak, with most of the selling credited to scattered longs. Valley and Southeast crude was quoted at 9¾c; Texas (common points) 9½@9¾c; Dallas 9.37½c.

Quotations on New York bleachable cottonseed oil at close of market on Thursday were: July 10.38 sales; Sept. 10.26@10.28; Oct. 10.22 sales; Dec. 10.21@10.22; Jan. 10.24@10.26; 288 lots; closing weak.

## NEW YORK HIDE FUTURES

### Closing Prices

Monday, May 26.—June 14.98; Sept. 15.18; Dec. 15.38@15.39; Mar. 15.48 n; June (1942) 15.53 n; 86 lots; 1 lower to 3 higher.

Tuesday, May 27.—June 15.08; Sept. 15.17@15.20; Dec. 15.30; Mar. 15.33@15.36; June (1942) 15.36 n; 117 lots; 10 higher to 17 lower.

Wednesday, May 28.—June 14.35@14.40; Sept. 14.50@14.52; Dec. 14.63 n; Mar. 14.66 n; June (1942) 14.69 n; 189 lots; 67@73 lower.

Thursday, May 29.—June 14.51; Sept. 14.66; Dec. 14.76@14.80; Mar. 14.78@14.90; 98 lots; June (1942) 14.80 n; 11@16 higher.

Friday, May 30, 1941. Holiday. No market.

### FSCC PORK PURCHASES

According to an announcement by the Department of Agriculture on May 24, awards of May 23 by the FSAC covered 690,000 lbs. frozen and cured pork, 271,350 lbs. canned pork products, and 3,620,000 lbs. lard. At the time of going to press the FSAC had not announced its purchases from offerings on May 28.

### EXPORTS OF SPECIAL MEATS

Meat specialties exported in March, 1941, and their value:

	Mar. lbs.	Mar. value
Kidneys and livers.....	32,483	\$ 7,366
Tongues.....	12,700	1,627
Poultry and game.....	215,902	54,373

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended May 29, 1941, with comparisons:

PACKER HIDES			
Week ended May 29	Prev. week	Cor. week 1940	
Hvy. nat. stra. 15½@16	15½@16	10½	
Hvy. Tex. stra. @15	@15	10½	
Hvy. butt brad'd stra. ....	@15	10½	10½
Hvy. Col. stra. @14½	@14½	9½	10½
Ex-light Tex. stra. ....	@16½	10½	
Brnd'd cows. ....	6½	6½	10½
Hvy. nat. cows. ....	6½	6½	10½
Lt. nat. cows. 16½@17	16½@17	10½@11	
Nat. bulls. ....	6½@12½	6½	7½
Brnd'd bulls. ....	6½@11½	6½	7½
Calfskins. ....	25@29½	25@29½	19@22½
Kips, nat. ....	6½@22½	6½@22½	6@20
Kips, ov-wt. ....	6@20½	6@20½	6@19
Kips, brad'd. ....	6@17½	6@17½	6@17
Slunks, reg. ....	@1.00	@1.00	1@1.10
Slunks, hrs. ....	@65	@65	65@53
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

### CITY AND OUTSIDE SMALL PACKERS

Nat. all-wts. ....	15 @16	15 @15½	9 @ 9½
Brnd'd ....	14½@15½	14½@15	8½@8½
Nat. bulls. ....	10 @10½	10 @ 10½	6½@7
Brnd'd bulls. ....	9½@10	9½@10	5½@6
Calfskins ....	23½@26	23½@26	18 @ 22
Kips. ....	6@20½	6@20½	6@17½
Slunks, reg. ....	85 @90n	85 @90n	90 @10
Slunks, hrs. ....	55n	55n	45 @50

### COUNTRY HIDES

Hvy. steers. ....	@11n	10½@11	6½@7
Wvy. cows. ....	@11½n	11 @11½	6½@7
Bulls. ....	6½@14	14 @14½	8½@8½
Extremes. ....	6½@15½	15 @15½	6@11
Bulls. ....	8½@8½	8 @ 8	6@5
Calfskins. ....	17 @17½	17 @17½	12½@13½
Kipskins. ....	16 @15½	16 @16	12 @10
Horseshides. ....	6.25@6.90	6.25@6.80	4.00@4.75

### SHEEPSKINS

Pkr. shearlgs. ....	1.70@1.75	1.70@1.75	1.20
Dry pelts. ....	24 @24½	23½@24½	13½@14½

## CHICAGO COTTON OIL

### Closing Prices

Monday, May 26.—July 10.54; Sept. 10.49; Oct. 10.47; Dec. 14.45; all ax; cash 10.45 b@10.65 ax.

Tuesday, May 27.—July 10.55; Sept. 10.50; Oct. 10.48; Dec. 10.45; all b; cash 10.50 b@10.70 ax.

Wednesday, May 28.—July 10.49 b; Sept. 10.48 ax; Oct. 10.41 ax; Dec. 10.41 ax; cash 10.50 b@10.70 ax.

Thursday, May 29.—July 10.35; Sept. 10.20; Oct. 10.17; Dec. 10.14; all asked; cash 10.20 b@10.40 ax.

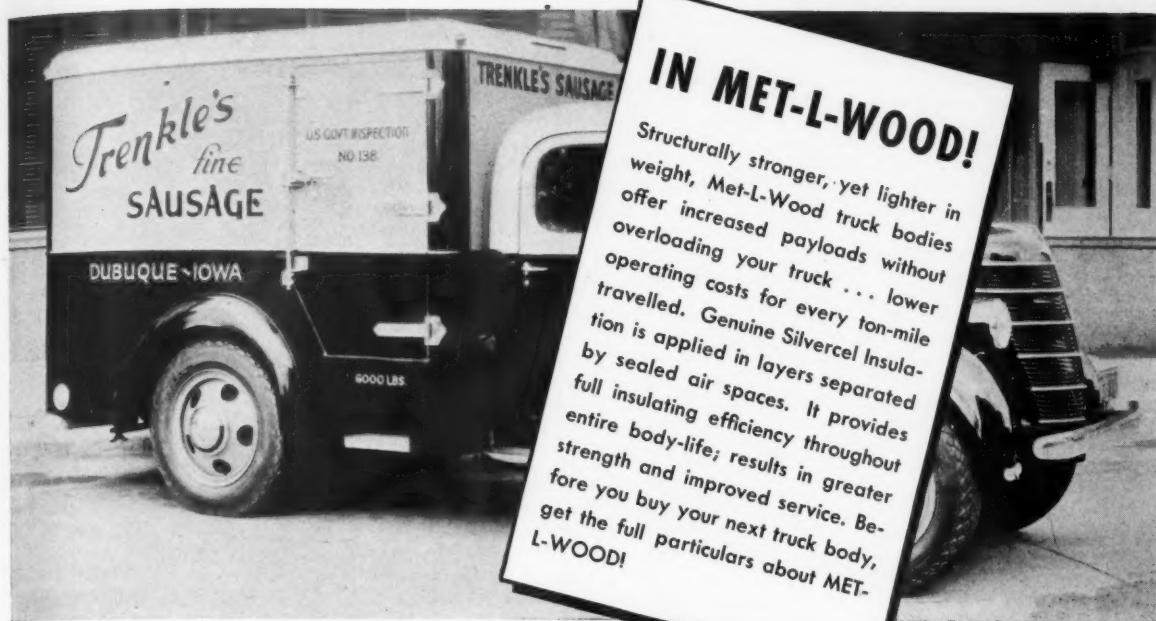
Friday, May 30.—Holiday. No market.

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended May 24, 1941, were 5,992,000 lbs.; previous week 5,285,000 lbs.; same week last year 5,395,000 lbs.; Jan. 1 to date, 111,548,000 lbs.; same period last year, 114,811,000 lbs.

Shipments of hides from Chicago for week ended May 24, 1941, were 4,516,000 lbs.; previous week 5,292,000 lbs.; same week last year 6,294,000 lbs.; Jan. 1 to date, 233,754,000 lbs.; same period last year, 228,387,000 lbs.

# MEAT TRAVELS ECONOMICALLY



**MET-L-WOOD CORPORATION**  
6755 WEST 65TH STREET • CHICAGO, ILLINOIS

## BLISS BOXES Protect Your Products When Out of Your Control

Packers ship their fresh and smoked meats, pork loins, dressed poultry, lard, butterine and similar products in Bliss Boxes for these reasons:

**1** Bliss Box Construction provides maximum strength, making them the safest fibre containers available. They deliver their contents in the best possible condition.

**2** Bliss Boxes cost less than other types, and are light in weight. They come to you flat and require only a minimum of storage space. You save on freight charges both ways.

**3** They are easy to assemble on the BLISS HEAVY DUTY BOX STITCHER.

**4** After filling, they are quickly and securely sealed with the BLISS POWER LIFT TOP STITCHER.



These two BLISS Stitchers, both equipped with the Bliss Heavy Duty Stitcher Head, are the fastest, most durable and practical machines for assembling and sealing Bliss Boxes. Hundreds of packers are now users of Bliss Stitchers for assembling and sealing their shipping containers.

**DEXTER FOLDER COMPANY**

330 West 42nd St., New York

Chicago, 117 W. Harrison St.  
Boston, 185 Summer St.

Dallas, J. E. Carter  
5241 Bonita Ave.

Philadelphia, 5th & Chestnut Sts.  
Cincinnati, 3441 St. Johns Place

## COST OF LIVING UP

Cost of living increased 1 per cent between mid-March and mid-April in the larger cities of the country, mainly because of the sharp rise in food prices, Secretary of Labor Perkins reported this week. Food costs rose by 2.2 per cent, influenced by earlier advances in wholesale markets with increased government buying, the policy of the Department of Agriculture in encouraging production by higher purchase prices, and the prospect of higher crop loan values.

The increase in the retail cost of food from mid-March to mid-April occurred in all sections of the country, and later reports from 18 cities for the last two weeks in April indicate continued increases in retail prices of lard, bacon, butter, and sugar. Costs of all groups of food were higher in mid-April. Retail prices of foods have shown moderate but steady advances since last November and are now 5 per cent higher than last autumn.

As compared with April, 1940, the April general level of food prices was 4½ per cent higher, but price increases for some foods were considerably greater than this average. Sugar prices were 7 per cent above last April, and prices for certain cuts of meats, eggs, butter, lard and some of the fresh fruits and vegetables ranged from 10 to 20 per cent above April, 1940.

The department's index of wholesale prices was still rising at mid-May.

## "TELL THE DEALER" DRIVE

Packers participating in the American Meat Institute's nation-wide advertising and merchandising campaign will make two concentrated efforts during June to insure that their retailers fully understand what the campaign is attempting to accomplish and are cooperating to the greatest possible extent.

Known as the "Tell the Dealer—100 per cent" campaign and "Selected Dealer week," the events will be held from June 2 to 14 and June 23 to 28, respectively. With the meat advertising program entering upon the second half of its first year and the summer months opening up new opportunities for retail meat sales, the dealer promotions are expected to be particularly helpful.

In the "Tell the Dealer" program, packer salesmen of participating companies will be provided with special folders containing a 60-second message for dealers. This message will show the dealer why it is to his advantage to cooperate with the national campaign and will explain how the advertising during the summer months will dispel many incorrect ideas about meat in the diet.

Information gained by packer salesmen during this promotion will determine which retailers are to be approached during "Selected Dealer week," June 23 to 28. During this period, special efforts will be made to enlist the cooperation of dealers who do not appear to have tied in successfully with the advertising campaign.

## ESSEM TRIES CATCHY SLOGAN

Essem Packing Co., Inc., Lawrence, Mass., has adopted the catchy new slogan, "Yes'm, they're Essem," in an in-

### Many Good Wives Know — Do You?



**GET QUICK EASY MEALS WITH TASTY ESEM FRANKFURTS**  
You can get many quick and easy meals that are healthful and delicious with tasty Esem Frankfurts. Esem Frankfurts are of the highest quality, and their marvelous flavor comes from combining top-grade beef and pork with just the right amount of spices. Made under Government inspection in the modern air conditioned Esem Kitchens. They're tasty and tender, and so easy to prepare for serving. Ask your meat man for these good Esem Frankfurts.

**INSIST ON GENUINE ESEM ... GOVERNMENT INSPECTED**  


tensive advertising campaign promoting the company's frankfurts and other ready-to-serve meat products. Newspapers throughout New England are carrying a campaign of 18 insertions built around the slogan, and radio spots, tying in with the insertions, are being used on several stations.

Posters, painted boards and a half-hour Sunday musical show with Shep Wolan, "king of Polish melodies," presented over a large New England station, are other angles of the new advertising program, which stresses product quality. The campaign is being directed by Roy Elliott Co., Boston.

## RATE ORDER UPHELD

U. S. Supreme Court this week upheld an order issued by Henry A. Wallace, then Secretary of Agriculture, reducing the maximum fees permitted livestock commission agents at the Kansas City stockyards between 1933 and 1937. This was the fourth time the controversy had been before the court since the secretary issued his original order in 1933. Secretary Wallace's 1939 order, prescribing the same rates he directed in the 1933 order, was held invalid by a three judge court.

In previous decisions the Supreme Court had held that the secretary did not give the commission men a "full and fair hearing" in 1933 and had relied too much on subordinates who had served as "active prosecutors."

U.S.  
INSP'D & P'S'D  
EST. ???

**BOLOGNA CEREAL ADDED**  
**INGREDIENTS: CHOPPED BEEF, PORK,**  
**AND BEEF TRIPE, PORK HEARTS, BEEF**  
**TONGUES, PORK CHEEKS, CORN FLOUR,**  
**WATER, DRIED SKIM MILK, SALT, SPICES,**  
**SUGAR, SODIUM NITRITE, SODIUM NITRATE,**  
**AND FLAVORING, ARTIFICIALLY COLORED**

## ADVANCE ANNOUNCEMENT:

### A New Brander

#### To Meet B.A.I. Sausage Ingredient Labeling

Regardless of your product or formula, this new brander can be instantly changed to meet formula or product changes. The perfect solution to your ingredient labeling problem.

**BE READY FOR THIS NEW BRANDER ... send for full particulars NOW!**

## GREAT LAKES STAMP & MFG. CO.

*Manufacturers of Precision Branding and Marking Equipment*  
**2500 W. IRVING PARK ROAD, CHICAGO, ILLINOIS**

# CELEBRATING FIFTY YEARS OF SERVICE

1891 1941

## HAMS - BACON - BOLOGNAS



Mrs.  
"Royal"  
Frank-  
furters



—and—  
Milwaukee  
Style  
Liverwurst

ADOLF GOBEL INC. - BROOKLYN, N. Y.

## HOW ARE YOUR FLOORS TO-DAY?

When did you last inspect your plant floors? Are they standing up under traffic or has heavy hauling made them full of ruts, holes and ridges? If your floors are unsafe and crumbling away in the cooling room then plan to patch at once with Cleve-O-Cement. Cleve-O-Cement is unlike any floor patching material you may have used. It's strong, tough, slip-proof, water-proof and acid resistant. Uneffected by freezing temperatures. Dries hard overnight. Stronger in 24 hours than ordinary cement in 28 days. Not an asphalt compound. Test Cleve-O-Cement on cooling room floors. Write for details of Free Test Plan.

THE MIDLAND PAINT & VARNISH CO.  
9119 RENO AVE. CLEVELAND, OHIO  
CLEVE-O-CEMENT

## SAVE MONEY WITH NIAGARA EQUIPMENT



NIAGARA BLOWER COMPANY  
6 East 45th St., New York City  
Chicago Office: 37 W. Van Buren Street

### Better Smoked Meats and More Profits

are the results of Niagara *Balanced Air* Smoke Ovens. Positive control of yield and uniformity of processing are given by the Niagara controls of interior product and smoke density, temperature and humidity. Operation fully automatic, gives substantial savings.

## Here's Helpful Information on CONSERVING LOW TEMPERATURES ECONOMICALLY



Your request will bring it promptly  
THE PACIFIC LUMBER COMPANY  
100 Bush St., San Francisco  
Chicago . Los Angeles . New York



## THE MODERN METHOD OF TRUCK COOLING

The new THEURER ICEFIN unit operates on the *dependable* forced-circulation principle—insures total absence of hot spots in body. Highly efficient and operates off of truck battery for greater economy. Leading packers recommend it! Four standard sizes fit all needs. Write!

### THEURER WAGON WORKS, Inc.

New York, N. Y. • North Bergen, N. J.  
Builders of Commercial Insulated  
and Refrigerated Bodies



## NEWSPAPER AD TEST

The value of sustained continuity and repetition in newspaper advertising—a technique frequently used in radio promotion—was brought out recently in a study of consumer buying power by Maxon, Inc., Detroit advertising agency. One of the nation's leading food manufacturers, with headquarters in Pittsburgh, Pa., will launch its largest fall newspaper advertising campaign this year as a result of the findings of this survey.

In the test, campaigns conducted in 21 newspapers in cities throughout the U. S. gave each newspaper a minimum schedule of from three to five advertisements each week for 13 consecutive weeks. The cities selected were representative of each important population group.

"Before and after" checks by independent research organizations showed that consumer awareness of the line of foods advertised increased 19.7 per cent during the intensive advertising campaign and buying of the line increased 33.7 per cent. Numerical results show:

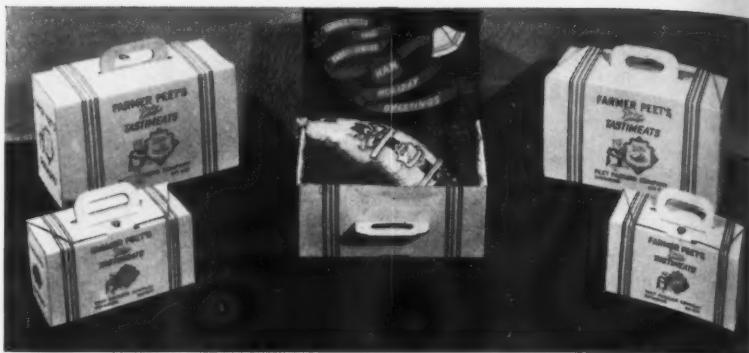
Consumers interviewed	Familiar with line	Buying line
Before campaign... 3,458	1,521	713
After campaign... 3,505	1,821	952

## Sausage Spoilage

(Continued from page 16.)

as possible. This applies particularly to such products as fresh sausage and cooked sausage after it has come out of the cooker. The latter usually has a sterile surface after cooking but it can easily be infected. Unnecessary handling and shifting of sausage in the cooler should be eliminated and workmen should be cautioned against bringing sausage into contact with unclean equipment or clothing.

Workmen who handle sausage or materials must wash their hands frequently with soap and warm water. Adequate facilities should be provided for this purpose. Sausage room frocks and caps should be changed frequently and cheap cotton gloves, frequently washed in soap and hot water, should be provided for packing room workers.



## HANDY PACKAGE BOOSTS HOLIDAY HAM SALES

Attention and display value and easy handling are some of the virtues of this attractive airplane luggage style corrugated container successfully used for hams last Christmas by Peet Packing Co., Bay City, Mich. When container is closed, the all-over basket weave pattern, colorful printing and cut-out handle give it a striking resemblance to modern, lightweight luggage. Hams were wrapped in decorated cellophane and nested in colored shredded cellophane. The container was designed and manufactured by Hinde & Dauch Paper Co., Sandusky, O.

## K & B AIRS QUIZ PROGRAM

Maintaining its reputation for talked-about novelty radio programs, K & B Packing Co., Denver, Col., is now featuring a program known as "Skaters' Quiz," broadcast Monday through Friday and originating at a popular local skating rink. Wes Battersea, master of ceremonies, interviews skaters at the rink, and small awards are given to those answering the quiz questions correctly. If a question stumps the skaters, a little help is forthcoming from the master of ceremonies or the audience. K & B products are tied in through such announcements as: "Hot dog! You can get those good K & B hot dogs right here at the refreshment stand—try 'em, they're wonderful."

## CHAIN STORE SALES

Chain grocery store sales increased about 2 per cent from March to April, according to a statement issued by the Bureau of Foreign and Domestic Commerce, U. S. Department of Commerce. April sales were 13 per cent larger than six months earlier and were ap-

proximately 15 per cent above April, 1940.

Kroger Grocery and Baking Co. reports a 10 per cent gain in sales for the fifth four-week period of 1941 over the same period last year. Sales for the four weeks ended May 17 were \$23,243,359 compared with \$21,065,368 in the like period last year. Cumulative sales for the first five periods amounted to \$108,818,353, an 11 per cent increase over dollar volume of \$97,982,868 in the same five 1940 periods.

## STRIP-CHART RECORDER

A strip-chart recorder of new design is now offered by the Bristol Company, Waterbury, Conn. Many changes have been made in the construction of these new instruments, including the case design, chart drive, measuring elements and writing mechanism.

They are available for recording on a 6-in. strip chart: d.c. volts and millivolts, d.c. amperes and milliamperes, pressure, liquid level, flow, temperature, motion, and for remote recording, using Bristol's telemetering system.

# NOSTRIP

PATENT APPLIED FOR

## BY MONGOLIA

*Sets the Pace in*

## SHEEP CASINGS

MONGOLIA IMPORTING COMPANY, INC.  
Imported Sausage Casings  
541 WATER STREET NEW YORK CITY  
TO MAKE YOUR SAUSAGE A NATURAL USE NATURAL CASINGS

## FOR BETTER QUALITY, LOWER PRICED MEAT COVERINGS OF ALL KINDS...

COME TO

WYNANTSkill MFG. CO.

TROY, NEW YORK

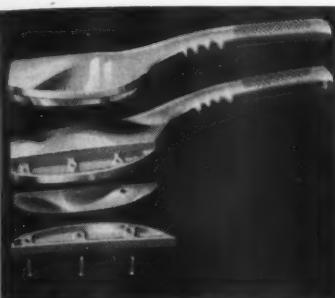
REPRESENTATIVES: Wm. P. McCarthy, 222 W. Adams St., Chicago, Ill. • Murphy Sales, 516 S. Winter St., Adrian, Mich. • T. W. Evans Cordage Co. Inc., 82 Maple St., Thoron, R. I. • J. Gros-Jean, P. O. Box 307, Buffalo, N. Y. • C. M. Ardizzone, 31-17 36th St., Long Island City, N. Y. • Joseph W. Gates, 131 W. Oakdale Ave., Glendale, Pa. • C. H. Selby, 731 Bryant St., San Francisco, Calif. • R. G. Fluker, Warsaw, N. Y.

# NEW EQUIPMENT and Supplies

## ALL-METAL SCRIBE SAW

Koch Butchers' Supply Co., North Kansas City, Mo., announces that it has developed and applied for a patent on a new all-metal beef scribe saw for hand scribing beef. The novel method of attaching the blade and easy manner of removal are said to make it possible to clean and sterilize the tool thoroughly.

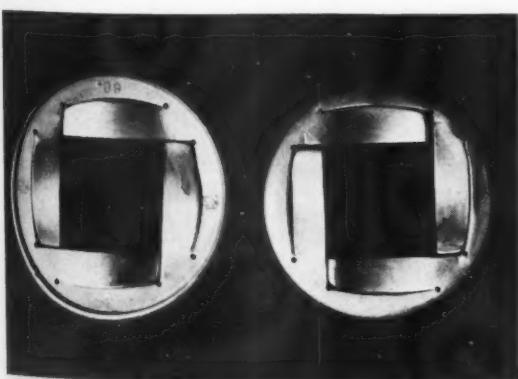
Constructed from a special aluminum



alloy which maintains a bright appearance, the frame of the saw is also cored to reduce weight. The saw weighs less than 3 lbs., although it is the full size of the standard beef scribe saw, according to the manufacturer. The handle is constructed with finger grips and has scored sides to prevent slipping in the hands of the operator when he is making the cut.

## DRIED POTATO CUBES

Processors of corned beef hash, stews, soups and other meat products which include potatoes as an ingredient will be interested in a new product—dried potato cubes—which have been placed on the market by Rogers Brothers Food Products, Chicago. The new product, which is made from Idaho potatoes, is said to have the approval



## NEW KNIFE TENSION SPRING

Front and reverse views of spring; it fits on square feeding screw stud and is said to reduce tension friction on entire grinder unit and to eliminate the danger of spoiling meat through frictional heat.

# LIVESTOCK MARKETS

## Weekly Review

### NEW CORN LOAN AND HOG PRICE PROGRAM

PRESIDENT Roosevelt this week signed the 85 per cent parity loan bill for wheat, cotton, corn, rice and tobacco, but stated that he had done so with the understanding that the sum of parity loans, parity payments and soil conservation payments to farmers should not be permitted to exceed the parity price level.

The loans, combined with soil conservation and parity payments, will assure producers of the five major crops of a return approximately equal in purchasing power to an average of that prevailing between 1909 and 1914.

There has been no statement by the U. S. Department of Agriculture on the effect which the high level loans may have on the current program for hog price stabilization and encouragement of pork production. The April, 1941 parity price for corn was 82.8c a bushel; this parity price varies slightly from month to month. Apparently the loan value of corn under the new setup will be in the neighborhood of 70c a bushel.

### Markets Discount Change

Both the corn and hog markets appear to have discounted the new high level for corn loans. For example, on Tuesday this week hogs were lower but averaged \$9.30 while spot No. 2 yellow corn at Chicago was around 75c. This is equivalent to a hog-corn ratio of about 12.4, which is only slightly less favorable for the hog producer than the \$9.00 : 65@69c relationship which the department had earlier intended to maintain.

The point at which the department might decide that further reduction in the corn-hog ratio would endanger its program to encourage greater pork production is unknown. The department

may find it desirable to "raise its sights" toward the stabilization of the average hog price at \$9.50, or even \$10.00, to compensate for the increase in the value of corn.

The department has not rescinded an earlier statement that "government-owned corn will be available at about the present level of prices (65c from government stocks and 69c, Chicago, when the announcement was made) during the next two years."

### SOLVING HEAVY LAMB PROBLEM

The success of a plan used last year to facilitate merchandising of meat from large lambs by one of the food chains operating in Denver, Col., was reviewed recently by Denver meat packing and retail merchandising executives.

When a "problem crop" of heavy lambs came on the Denver market last year, one of the grocery chains handling a large retail meat trade called upon T. J. Tynan, general manager of Armour and Company's Denver plant, to suggest some method of meeting consumer indifference to the merits of cuts from larger lambs.

At a sales meeting, directed by Mr. Tynan and attended by meat department members of the retail store, a fine heavy lamb was cut and retail portions were placed directly on a lamb chart of the type used in retail meat stores. In this manner, it was graphically illustrated to the salesmen-meat cutters that the difference between light and heavy lamb per cut was so slight as to make very little difference to the housewife who purchases it.

This system was adopted by the meat men, and it is reported that they have had no difficulty since in marketing the heavy lambs.

### Farmers Make More From Meat Livestock

FARMERS received \$2,390,000,000 income from the sale of cattle, calves, hogs, sheep and lambs and small quantities of home-prepared meats and lard in 1940. This was about 120 million dollars, or 5 per cent more than in 1939, and was the largest amount received in any year since 1930, according to a report by the U. S. Bureau of Agricultural Economics.

Most of the increase over 1939 was in the income from cattle and calves. Marketings of cattle and calves during 1940 were a little larger than in 1939, but improved consumer demand more than offset the supply's effect on prices. Prices received by farmers averaged about 45c higher than they did a year earlier.

In the case of hogs, a 17 per cent increase in marketings and a materially lower price level resulted in 1940 income being only slightly higher than in 1939.

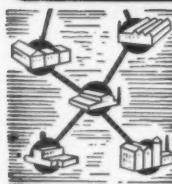
Both marketings and prices of sheep and lambs were above the 1939 level. On a live-weight basis, marketings of all meat animals were approximately 8 per cent greater in 1940 than in 1939. Index of prices received by farmers declined about 2 per cent, from 110 in 1939 to 108 in 1940.

The 1940 cash income from cattle and calves accounted for nearly 58 per cent of the total from meat animals, whereas only a little over 34 per cent was derived from the sale of hogs. Since 1909 cash farm income from cattle and calves has been larger than cash income from hogs. This has been particularly true in recent years, partly because of the relative weakness in the export demand for hog products, throwing a greater supply on the home market.



Spotted in all  
Livestock Centers!

**KENNETT-MURRAY**  
LIVESTOCK BUYING SERVICE



FORT WAYNE, IND.  
DAYTON, OHIO,  
LAFAYETTE, IND.  
CINCINNATI, OHIO  
INDIANAPOLIS, IND.  
OMAHA, NEB.

DETROIT, MICH.  
LOUISVILLE, KY.  
SIOUX CITY, IOWA  
NASHVILLE, TENN.  
MONTGOMERY, ALA.

Order Buyer of Live Stock  
**L. H. McMURRAY**

Indianapolis, Indiana

**FRANK R. JACKLE**

Broker

Offerings Wanted of:  
Tallow, Blood, Bones, Cracklings, Hoofs  
405 Lexington Ave. New York City

## NEW YORK LIVESTOCK

Livestock prices at Jersey City, Tuesday, May 27, 1941, as reported by the Agricultural Marketing Service, U. S. Department of Agriculture:

CATTLE:	
Steers, good.....	\$ unquoted
Cows, medium.....	7.50@ 8.00
Cows, cutter and common.....	6.50@ 7.00
Cows, canner.....	5.25@ 6.00
Bulls, good.....	8.25@ 8.75
Bulls, medium.....	7.50@ 8.00
Bulls, cutter to common.....	7.00@ 7.25

CALVES:	
Vealers, good 189-lb.....	\$ 11.75
Vealers, common to medium.....	9.00@10.00

HOGS:	
Hogs, good and choice, 192-lb.....	\$ 9.80

LAMBS:	
Lambs, good, 72-75-lb.....	\$ 12.50
Lambs, common.....	9.50

Receipts of salable livestock at Jersey City public market for the week ended with May 24:

	Cattle	Calves	Hogs*	Sheep
Salable receipts.....	1,870	1,549	757	1,075
Total, with directs.....	7,500	14,203	22,461	37,953
Previous week:				

Salable receipts.....	1,820	1,170	560	279
Total, with directs.....	7,192	12,475	22,857	40,439

\*Including hogs at 41st street.

## CORN BELT DIRECT TRADING

(Reported by U. S. Department of Agriculture, Agricultural Marketing Service.)

Des Moines, Ia., May 28, 1941.—At 16 concentration points and 10 packing plants in Iowa and Minnesota hog market was moderate to fairly active with prices steady to 10c higher. Loadings were considerably under a week ago.

Hogs, good to choice:	
160-180 lb.....	\$ 8.60@9.30
180-240 lb.....	9.10@9.40
240-270 lb.....	9.10@9.40
270-300 lb.....	9.10@9.40
300-330 lb.....	8.90@9.30
330-360 lb.....	8.90@9.30

Sows:	
330 lbs. down.....	\$ 8.60@8.90
330-400 lb.....	8.40@8.70
400-500 lb.....	8.30@8.65

Receipts of hogs at Corn Belt markets for week ended May 28, 1941, were as follows:

	This week	Last week
Friday, May 23.....	27,100	30,100
Saturday, May 24.....	25,000	28,600
Monday, May 26.....	33,000	39,300
Tuesday, May 27.....	18,100	25,900
Wednesday, May 28.....	32,300	32,600
Thursday, May 29.....	Holiday. No market	

## LIVESTOCK SUPPLY SOURCES

Percentage of livestock slaughtered during April, bought at stockyards and direct, is reported by the U. S. Department of Agriculture, Agricultural Marketing Service, as follows:

	Apr., 1941	Mar., 1941	Apr., 1940
	Percent	Percent	Percent
Cattle—			
Stockyards.....	75.13	73.85	73.96
Other.....	24.87	26.15	26.04
Calves—			
Stockyards.....	59.35	59.35	57.77
Other.....	40.65	40.65	42.23
Hogs—			
Stockyards.....	47.92	47.92	46.00
Other.....	52.08	52.08	53.91
Sheep and Lambs—			
Stockyards.....	62.66	62.66	67.55
Other.....	37.34	37.34	32.45

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading western markets, Wednesday, May 28, 1941, as reported by U. S. Department of Agriculture, Agricultural Marketing Service:

Hogs (soft & oily not quoted): CHICAGO NAT. STK. YDS. OMAHA KANS. CITY ST. PAUL

### BARROWS AND GILTS:

Good-choice:	
120-140 lbs.....	\$ 8.25@ 8.50
140-160 lbs.....	8.35@ 9.00
160-180 lbs.....	8.75@ 9.35
180-200 lbs.....	9.15@ 9.50
200-220 lbs.....	9.25@ 9.50
220-240 lbs.....	9.30@ 9.50
240-270 lbs.....	9.30@ 9.45
270-300 lbs.....	9.30@ 9.45
300-330 lbs.....	9.25@ 9.40
330-360 lbs.....	9.25@ 9.40

Medium:	
160-220 lbs.....	8.50@ 9.15

SOWS:	
Good and choice:	
270-300 lbs.....	0.15@ 9.25
300-330 lbs.....	0.10@ 9.20
330-360 lbs.....	0.05@ 9.15

Good:	
360-400 lbs.....	8.90@ 9.10
400-450 lbs.....	8.80@ 9.00
450-500 lbs.....	8.65@ 8.85

Medium:	
280-300 lbs.....	8.35@ 8.75

PIGS (Slaughter):	
Med. & good, 90-120 lbs.....	8.00@ 8.50

Slaughter Cattle, Vealers and Calves:

STEERS, choice:	
750-900 lbs.....	11.25@13.00
900-1100 lbs.....	11.25@13.00
1100-1300 lbs.....	11.00@13.00
1300-1500 lbs.....	10.50@12.50

STEERS, good:	
750-900 lbs.....	10.50@11.25
900-1100 lbs.....	10.50@11.25
1100-1300 lbs.....	9.75@11.00
1300-1500 lbs.....	9.75@10.50

STEERS, medium:	
750-1100 lbs.....	9.00@10.50
1100-1300 lbs.....	8.75@ 9.75

STEERS, common:	
750-1100 lbs.....	8.00@ 9.00

STEERS, HEIFERS AND MIXED:	
Choice, 500-750 lbs.....	10.75@12.25
Good, 500-700 lbs.....	9.50@11.00

HEIFERS:	
Choice, 750-900 lbs.....	10.50@11.75
Good, 750-900 lbs.....	9.50@10.50
Medium, 500-900 lbs.....	8.75@ 9.50
Common, 500-900 lbs.....	7.75@ 8.75

COWS, all weights:	
Good.....	7.75@ 8.75
Medium.....	7.25@ 8.00
Cutter and common.....	6.25@ 7.50
Canner.....	5.25@ 6.50

BULLS (Yield Excl.), all weights:	
Beef, good.....	8.25@ 8.75
Sausage, good.....	8.25@ 8.50
Sausage, medium.....	7.50@ 8.25
Sausage, cutter and com. ....	7.00@ 7.50

VEALERS, all weights:	
Good and choice.....	10.50@11.50
Common and medium.....	8.50@10.50
Cull.....	6.50@ 8.50

CALVES, 400 lbs. down:	
Good and choice.....	8.00@10.00
Common and medium.....	7.00@ 8.00
Cull.....	6.00@ 7.00

VEALERS, 400 lbs. down:	
Good and choice.....	8.00@10.00
Common and medium.....	7.00@ 8.50
Cull.....	6.00@ 7.00

SLAUGHTER LAMBS and Sheep:	
*Good and choice.....	10.75@11.25
*Medium and good.....	9.25@10.50
Common.....	8.25@ 9.50

LAMBS (Shorn):	
Good and choice.....	9.25@ 9.90
Medium.....	8.00@ 9.00
Common.....	6.75@ 7.75

EWES (Shorn):	
Good and choice.....	3.50@ 4.50
Common and medium.....	2.00@ 3.50
Cull.....	2.50@ 3.50

<sup>1</sup>Quotations based on animals of current seasonal market weights and wool growth. Shorn animals with less than 60 days' wool growth quoted as shorn. <sup>2</sup>Quotations on slaughter lambs of good and choice and of medium and good grades, as combined, represent lots averaging within the top half of the good and the top half of the medium grades, respectively.

## CHICAGO PACKER PURCHASES

Purchases of livestock in Chicago by the principal packers for the first two days this week were 13,501 cattle, 2,004 calves, 22,513 hogs and 3,576 sheep.

## PACIFIC COAST LIVESTOCK

Receipts for 5 days ended May 23:

Cattle	Calves	Hogs	Sheep
Los Angeles.....	4,352	1,176	2,763
San Francisco.....	800	80	1,611
Portland.....	2,865	280	4,000

4,100 2,185

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, May 24, 1941, as reported to THE NATIONAL PROVISIONER:

### CHICAGO

Armour and Company, 3,369 hogs; Swift & Company, 1,935 hogs; Wilson & Co., 7,036 hogs; Western Packing Co., Inc., 1,215 hogs; Agar Packing Co., 6,191 hogs; Shippers, 5,087 hogs; Others 24,036 hogs.

Total: 37,590 cattle; 3,677 calves; 48,869 hogs; 14,602 sheep.

### KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,509	715	4,166	4,682
Cudahy Pkg. Co.	1,442	530	2,073	5,852
Swift & Company	1,937	460	2,784	3,895
Wilson & Co.	2,364	607	5,300	3,336
Indep. Pkg. Co.	—	—	325	—
Korabum Pkg. Co.	939	—	—	—
Others	2,923	159	2,223	6,598
Total	13,114	2,471	13,751	24,363

### OMAHA

	Cattle	Calves	Hogs	Sheep
Armour and Company	5,823	5482	4,698	—
Cudahy Pkg. Co.	4,286	3,592	5,183	—
Swift & Company	4,570	2,782	1,968	—
Wilson & Co.	1,628	2,457	962	—
Others	—	7,035	—	—
Total	18,755	cattle and calves; 21,348 hogs; 12,811 sheep.		

### EAST ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,602	2,204	9,070	5,428
Swift & Company	2,462	2,839	12,219	5,451
Hunter Pkg. Co.	1,140	86	5,905	717
Heil Pkg. Co.	—	—	2,508	—
Krey Pkg. Co.	—	—	3,598	—
Laclede Pkg. Co.	—	—	3,181	—
Siebold Pkg. Co.	—	—	1,455	—
Shippers	3,163	1,988	10,487	—
Others	2,322	173	1,664	903
Total	11,689	7,290	54,075	12,499

### ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,956	323	7,412	8,132
Swift & Company	2,143	303	6,875	5,084
Others	1,197	27	217	320
Total	5,296	603	14,504	13,536

### SIOUX CITY

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	3,302	54	6,828	2,350
Armour and Company	3,299	29	6,959	761
Swift & Company	2,835	36	4,050	848
Others	247	7	43	—
Shippers	4,809	1	3,466	281
Total	14,552	127	21,356	4,240

### DENVER

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,381	175	2,293	2,881
Swift & Company	827	151	1,844	3,111
Cudahy Pkg. Co.	—	58	1,613	1,852
Others	2,131	249	1,499	5,500
Total	5,596	633	7,249	13,344

### OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,735	528	2,640	1,292
Wilson & Co.	1,722	574	2,497	1,172
Others	221	17	1,290	17
Total	3,678	1,119	6,427	2,481

Not including 64 cattle and 2,962 hogs bought direct.

### INDIANAPOLIS

	Cattle	Calves	Hogs	Sheep
Kingan & Co.	1,339	1,006	23,069	665
Armour and Company	843	324	2,486	—
Hilgemeyer Bros.	10	—	1,275	—
Stark & Wetzell	81	45	700	—
Stump Bros.	—	—	155	—
Wabnitz and Deters	44	35	345	91
Maase Hartman Co.	41	18	—	—
Shippers	2,074	1,865	17,609	686
Others	1,025	528	331	52
Total	5,457	3,821	45,970	1,494

### WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,606	392	4,330	5,164
Wichita D. B. Co.	10	—	—	—
Dunn-Ostertag	64	—	117	—
Fred W. Dold Pkg. Co.	151	—	579	—
Sunflower Pkg. Co.	36	—	168	—
Others	1,563	—	428	202
Total	3,430	392	5,622	5,306

Not including 1,124 hogs bought direct.

### ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,260	2,940	10,975	657
Cudahy Pkg.	822	2,456	—	153
Rifkin Pkg.	612	22	—	—
Swift & Company	5,749	2,859	18,770	1,156
Others	4,479	1,113	—	—
Total	14,922	9,390	29,745	1,966

### FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,798	1,214	5,108	15,382
Swift & Company	2,497	589	3,296	16,406
Blue Bonnet Pkg. Co.	201	42	804	—
City Pkg. Co.	178	5	331	—
Rosenthal Pkg. Co.	46	12	42	16
Total	5,720	1,802	9,581	31,804

### CINCINNATI

	Cattle	Calves	Hogs	Sheep
S. W. Gall's Sons	—	10	—	358
Ideal Packing Co.	28	19	653	—
E. Kahn's Sons Co.	375	808	10,838	334
Lohrey Packing Co.	2	—	315	—
H. H. Meyer Pkg. Co.	16	—	3,635	—
J. Schlaeter	163	173	—	70
J. & F. Schroth P. Co.	16	—	3,045	—
H. F. Stegner Co.	281	367	—	14
Shippers	105	125	2,202	—
Others	1,273	693	761	274
Total	2,331	2,185	20,796	1,050

Not including 1,259 cattle, 93 calves, 6,740 hogs and 2,293 sheep bought direct.

### RECAPITULATION†

#### CATTLE

	Week ended	Prev. week	Cor. week
Chicago	37,590	38,274	31,721
Kansas City	13,114	12,969	9,390
East St. Louis	1,689	1,556	5,634
St. Joseph	14,552	14,430	13,041
Sioux City	3,678	3,581	2,779
Oklahoma City	3,678	3,581	2,779
Wichita	3,430	3,835	1,312
Denver	5,596	4,929	4,342
St. Paul	14,922	15,791	13,567
Indianapolis	5,457	5,781	5,403
Cincinnati	2,331	1,965	2,306
Ft. Worth	5,720	4,972	3,502
Total	145,324	146,567	130,354

#### HOGS

Chicago	48,800	50,540	67,121
Kansas City	13,751	14,639	13,474
East St. Louis	12,496	20,888	15,500
St. Joseph	14,547	16,084	16,142
Sioux City	21,356	22,366	26,610
Oklahoma City	6,427	8,551	4,846
Wichita	5,629	5,990	5,262
Denver	7,249	8,579	7,074
St. Paul	29,745	27,329	61,512
Indianapolis	8,176	7,224	8,459
Cincinnati	20,796	23,583	21,332
Ft. Worth	9,581	11,770	7,535
Total	307,469	328,233	388,608

#### SHEEP

Chicago	14,602	14,648	13,980
Kansas City	24,868	39,767	26,377
East St. Louis	12,611	16,034	14,773
St. Joseph	12,496	16,618	13,037
Sioux City	13,536	15,503	11,765
Oklahoma City	4,240	5,890	5,531
Wichita	5,366	4,014	4,532
Denver	13,344	14,369	14,735
St. Paul	1,966	3,408	5,000
Milwaukee	1,466	1,091	819
Indianapolis	1,494	1,995	1,377
Cincinnati	2,185	2,164	1,235
Ft. Worth	31,804	45,945	47,649
Total	141,057	185,530	167,022

\*Cattle and calves. †Not including directs.

### KINDS OF LIVESTOCK KILLED

The percentage of each class of livestock slaughtered under federal inspection during April:

	Apr. 1941	Mar. 1941	Apr. 1940
Cattle—	Per-cent	Per-cent	Per-cent
Steers	54.25	50.74	56.92
Cows and heifers	41.55	45.60	39.32
Bulls and stags	4.20	3.66	3.76
Hogs—			
Barrows	51.22	51.86	50.80
Sows	47.97	47.37	48.24
Stags and boars	.81	.77	.87
Sheep and lambs—			
Lambs and yearlings	96.05	96.71	95.57
Sheep	3.95	3.29	4.43

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

### RECEIPTS

	Cattle	Calves	Hogs	Sheep
Mon., May 19	11,886	880	20,624	12,064
Tues., May 20	7,138	1,432	15,867	8,151
Wed., May 21	10,837	918	14,043	1,874
Thurs., May 22	4,195	812	14,255	8,044
Fri., May 23	6,001	483	12,488	3,549
Sat., May 24	100	—	—	1,500

\*Total this week. †Cattle.

\*\*Previous week. ††Sheep.

Year ago. †††Sheep.

Two years ago. ††††Sheep.

### SHIPPMENTS

	Cattle	Calves	Hogs	Sheep
Mon., May 19	3,551	115	8,854	472
Tues., May 20	1,011	7	382	806
Wed., May 21	3,621	22	442	94
Thurs., May 22	1,469	29	1,008	698
Fri., May 23	1,000	—	1,500	500
Sat., May 24	100	—	100	100

\*All receipts include directs.

†All receipts include directs.

‡All receipts include directs.

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## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended May 24.

### CATTLE

	Week ended May 24	Prev. week	Cor. week, 1940
Chicago <sup>†</sup>	24,726	26,817	23,389
Kansas City <sup>†</sup>	15,585	15,220	12,023
Omaha <sup>†</sup>	18,286	18,357	16,983
East St. Louis	8,526	8,678	8,660
St. Joseph	6,475	5,627	5,793
Sioux City	9,915	9,981	8,978
Wichita <sup>†</sup>	3,932	3,744	2,934
Fort Worth <sup>†</sup>	7,582	6,768	5,597
Philadelphia	1,764	2,017	2,029
Indianapolis	1,452	1,658	1,118
New York & Jersey City	9,843	9,324	8,722
Oklahoma City <sup>†</sup>	4,861	4,677	3,681
Cincinnati	3,400	3,202	3,185
Denver	4,480	4,780	3,935
St. Paul	14,746	15,419	16,324
Milwaukee	3,011	3,821	3,236
Total	138,474	140,539	125,691

\*Cattle and calves. <sup>†</sup>Not including directs.

### HOGS

	Chicago	Kansas City	Omaha	East St. Louis <sup>†</sup>	St. Joseph	Sioux City	Wichita	Fort Worth	Philadelphia	Indianapolis	New York & Jersey City	Oklahoma City	Cincinnati	Denver	St. Paul	Milwaukee	Total
	90,531	100,785	104,546														461,537
	47,298	37,259	34,249														483,612
	40,985	38,391	33,643														489,607
	15,589	15,305	16,970														13,061
	14,504	15,626	20,708														1,764
	24,433	25,317	26,694														1,452
	6,746	6,502	7,702														1,658
	9,581	11,770	7,532														1,764
	16,231	18,873	17,193														16,231
	26,009	25,485	19,978														26,009
	37,671	42,839	45,659														37,671
	4,861	13,041	6,041														4,861
	19,162	20,082	18,576														19,162
	8,235	8,268	7,775														8,235
	29,745	27,320	61,512														29,745
	8,136	7,225	8,466														8,136
Total	461,537	483,612	489,607														1,764

<sup>†</sup>Includes National Stock Yards, East St. Louis, Ill. and St. Louis, Mo.

### SHEEP

	Chicago <sup>†</sup>	Kansas City	Omaha	East St. Louis	St. Joseph	Sioux City	Wichita	Fort Worth	Philadelphia	Indianapolis	New York & Jersey City	Oklahoma City	Cincinnati	Denver	St. Paul	Milwaukee	Total
	11,661	12,427	8,350														192,407
	24,363	39,278	26,377														238,420
	16,137	21,377	16,357														206,966
	12,499	15,731	11,628														1,764
	13,216	14,513	10,343														1,452
	7,177	4,851	6,530														1,658
	5,360	4,573	6,303														1,764
	31,804	45,945	47,649														1,764
	2,429	2,191	2,059														1,764
	665	1,239	442														1,764
	50,696	57,865	50,234														1,764
	2,481	4,014	4,532														1,764
	3,510	2,673	3,501														1,764
	6,952	7,015	5,961														1,764
	1,966	3,408	5,009														1,764
	1,488	1,091	816														1,764
Total	192,407	238,420	206,966														1,764

\*Not including directs.

## RECEIPTS AT CHIEF CENTERS

Receipts for week ended May 24:

At 20 markets:	Cattle	Hogs	Sheep
Week ended May 24	189,000	386,000	238,000
Previous week	200,000	420,000	305,000
1940	170,000	421,000	247,000
1939	150,000	327,000	215,000
1938	180,000	315,000	324,000
At 11 markets:			
Week ended May 24	318,000		
Previous week	348,000		
1940	370,000		
1939	310,000		
1938	264,000		
1937	188,000		
At 7 markets:	Cattle	Hogs	Sheep
Week ended May 24	139,000	265,000	135,000
Previous week	142,000	284,000	171,000
1940	130,000	300,000	151,000
1939	134,000	254,000	140,000
1938	122,000	205,000	184,000
1937	127,000	145,000	222,000

## 1941 BEEF IMPORTS

Imports of fresh and frozen beef, chiefly from Cuba, during the first three months of 1941 totaled 9,564,000 lbs. Imports of fresh and frozen beef during the first three months of 1940 totaled 1,013,000 lbs. and in 1939, 1,059,000 lbs.

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Agricultural Marketing Service)

### WESTERN DRESSED MEATS

	NEW YORK	PHILA.	BOSTON
STEERS, carcass	Week ending May 24, 1941.....	10,243	3,055
	Week previous.....	10,371	3,028
	Same week year ago.....	9,953	2,682
COWS, carcass	Week ending May 24, 1941.....	698	889
	Week previous.....	737	936
	Same week year ago.....	532	1,075
BULLS, carcass	Week ending May 24, 1941.....	449	997
	Week previous.....	417	138
	Same week year ago.....	372	25
VEAL, carcass	Week ending May 24, 1941.....	14,403	1,370
	Week previous.....	15,366	1,399
	Same week year ago.....	14,282	1,351
LAMB, carcass	Week ending May 24, 1941.....	50,387	16,810
	Week previous.....	51,163	18,038
	Same week year ago.....	42,617	19,805
MUTTON, carcass	Week ending May 24, 1941.....	2,110	305
	Week previous.....	2,110	1,521
	Same week year ago.....	3,508	435
PORK CUTS, lbs.	Week ending May 24, 1941.....	2,643,552	399,898
	Week previous.....	2,756,708	394,079
	Same week year ago.....	1,736,833	375,335
BEEF CUTS, lbs.	Week ending May 24, 1941.....	432,939	.....
	Week previous.....	387,868	.....
	Same week year ago.....	445,249	.....

### LOCAL SLAUGHTERS

	CATTLE, head	CALVES, head	HOGS, head
	Week ending May 24, 1941.....	9,843	1,764
	Week previous.....	9,324	2,017
	Same week year ago.....	8,722	2,029
	Week ending May 24, 1941.....	17,190	2,569
	Week previous.....	17,409	2,880
	Same week year ago.....	16,650	3,063
	Week ending May 24, 1941.....	37,671	16,231
	Week previous.....	42,189	18,873
	Same week year ago.....	45,363	17,193
	Week ending May 24, 1941.....	50,696	2,426
	Week previous.....	57,865	2,420
	Same week year ago.....	50,234	2,939

Country dressed product at New York totaled 3,154 veal, no hogs and 117 lambs. Previous week 5,061 veal, no hogs and 308 lambs in addition to that shown above.

## WEEKLY INSPECTED KILL

Hog slaughter under federal inspection at 27 packing centers of the country for the week ended May 23 was substantially above total slaughter for same week last year. Hog slaughter during the week totaled 692,878 head, compared with 718,214 head the previous week and 658,679 head a year earlier and 585,158 two years ago.

Number of animals processed in 27 centers for week ended May 23:

	Cattle	Calves	Hogs	Sheep
New York Area <sup>†</sup>	9,828	17,354	37,186	50,318
Phila. & Balt.	3,075	1,292	27,504	1,197
Ohio-Indiana Group <sup>†</sup>	7,782	5,630	60,749	6,898
Chicago <sup>†</sup>	27,774	6,713	90,531	45,161
St. Louis Area <sup>†</sup>	9,489	10,138	75,389	16,398
Kansas City	13,846	6,081	47,298	25,594
Southwest Group <sup>†</sup>	15,488	3,914	40,566	53,315
Omaha	17,319	908	40,985	24,235
Sioux City	9,780	110	26,453	7,900
St. Paul-Wisc.	22,529	24,080	82,453	6,947
Interior Iowa & So. Minn.	16,464	6,571	163,764	28,719
Total	153,374	82,691	692,878	267,777
Total prev.	162,703	81,691	718,214	303,573
Total last year	131,788	82,578	658,679	260,186

<sup>†</sup>Includes New York City, Newark, and Jersey City.

<sup>†</sup>Includes Cincinnati and Cleveland, Ohio, and Indianapolis, Ind.

<sup>†</sup>Includes Elburn, Ill.

<sup>†</sup>Includes National Stockyards and East St. Louis, Ill., and St. Louis, Mo.

<sup>†</sup>Includes Albert Lea and Austin, Minn., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, and Waterloo, Iowa.

Packing plants included in the above tabulation slaughtered, during the calendar years 1939 and 1940, approximately 74 per cent of the cattle, calves and hogs, and 82 per cent of the sheep and lambs that were slaughtered under federal inspection during those two years.

## APRIL CANADIAN PRICES

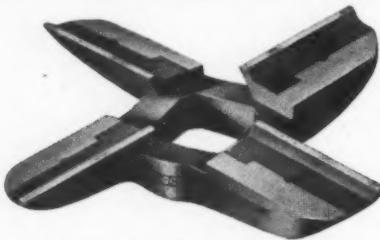
	STEERS
Toronto	\$11.50
Montreal	9.75
Winnipeg	9.75
Calgary	9.49
Edmonton	8.73
Prince Albert	8.75
Moose Jaw	8.00
Saskatoon	8.50
Regina	8.50
Vancouver	9.25

	VEAL CALVES


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# C - D

TRADE MARK

**THE QUALITY TRADE MARK****For Grinder Plates and Knives  
that Cost Less to Use****COME TO SPECIALTY!****— C-D SUPERIOR PLATES —**

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**— C-D TRIUMPH PLATES —**

are everlasting plates guaranteed for five years against resharpening and resurfacing expenses. Built to outlast any other make of plate 3-to-1. Available in any style or any size to fit all grinders.

**— C-D CUTMORE KNIVES —****C-D SUPERIOR O. K.  
STYLE KNIVES****— B. & K. KNIVES —**

all with changeable blades.

Also, Sausage Linking Guides, Casing Flushing Guides, Solid Tool Steel Knives, Silent Cutter Knives and Repair Parts for all Sausage Machinery.

Send for full particulars!

**THE SPECIALTY  
MFRS. SALES CO.**

Chas. W. Dieckmann

2021 GRACE ST., CHICAGO, ILL.

**Personalities and Events**

(Continued from page 21.)

ing to J. E. Pyle, manager, the new building will be of brick, measuring 50 by 80 ft. It will be located just south of the present structure and will house all offices.

Although the Armour and Wilson plants at Oklahoma City suspended operations for the Memorial Day holiday, May 30, the Oklahoma City stockyards operated as usual, in conformity with a decision by the directors.

May meeting of the midwest section, Institute of Food Technologists, was held in the Board of Trade bldg., Chicago, on May 27. Dr. Lloyd Arnold, head of the bacteriology and public health department, college of medicine, University of Illinois, spoke on "The Function of the Chicago Board of Health in Maintenance of Quality of Foods." This was the last meeting of the group until October.

Roice Nelson and his son, Robert, have completed a new slaughterhouse and meat curing plant on the Nelson farm north of Cedar City, Utah. The proprietors will engage in custom slaughtering and curing and will also conduct a wholesale business, selling to dealers in southern Utah.

Carle C. Conway, chairman of the board of Continental Can Co., took part in the thirty-seventh annual convention and advertising exposition of the American Federation of Advertising, held at the Hotel Statler, Boston, on May 26. Paul Garrett, director of the federation board and vice president in charge of public relations for General Motors Corp., made the keynote address.

The firm of Pearl Bros., Inc., has been formed at Miami, Fla., with H. Pearl, Harry Pearl and Jack Pearl as directors, to deal in meats. Thirty shares of no par value stock were issued.

Production of premium, milk-fed spring lamb—a new agricultural industry in Kansas—is developing favorably, according to evidence shown at the fifth Kansas lamb and wool school at the American Royal bldg., Kansas City. About 200 head of native spring lambs, representing the best five head from each of 40 counties, were entered in the event. The goal of the program is to bring the lambs up to about 80 lbs. before the end of June and send them to market on a graded basis.

A meat storage building of the Cudahy Packing Co. at 1808 S. Kinnickinnic ave., Milwaukee, received damage estimated at \$1,500 in a recent fire.

A new Tenderay beef processing plant has been established in an addition to the Neuhoff Packing Co. plant at Salem, Va. The plant will handle about 300 head of cattle per week. Processing room measures 32 ft. square and holding cooler is 32 by 60 ft.

Mrs. Augusta Miller, 85, who 46 years ago helped her husband establish a casing business in North Bergen, N. J., which later developed into a meat packing firm, died on May 16.

**PACKER AND FOOD STOCKS**

Price range of listed stocks based on the last sales recorded during the week ended May 27:

	—Week ended May 27—	May 21	
	High	Low	Close
Amal. Leather...	7%	7%	7%
Do. Pfd.	3	3	3
Amer. H. & L.	8	8	8
Do. Pfd.	27 1/2	27 1/2	27 1/2
Amer. Stores...	10	9 1/2	10
Armour Ill...	4 1/2	4 1/2	4 1/2
Do. Pfd.	53	52 1/2	53
Do. Del Pfd.	111	111	116
Beechnut Pack.	109 1/2	109 1/2	112
Bohack, H. C.	—	—	1
Do. Pfd.	—	—	18 1/2
Chick. Co. Oil.	—	—	11 1/2
Childs Co.	1 1/2	1 1/2	1 1/2
Conkey Pack...	12 1/2	12 1/2	11 1/2
Do. Pfd.	89 1/2	89 1/2	90
First Nat. Strs.	33 1/2	32 1/2	32 1/2
Gen. Foods...	35 1/2	35 1/2	36
Do. Pfd.	—	—	114 1/2
Do. Pfd.	42 1/2	42 1/2	43 1/2
Gillette Co...	14 1/2	14 1/2	14 1/2
Gobel Co...	1 1/2	1 1/2	1 1/2
Gr. A. & P...	90	98 1/2	98 1/2
Do. Pfd.	—	—	130
Hormel, G. A...	31 1/2	31 1/2	32
Hygrade Food...	1 1/2	1 1/2	1 1/2
Kroger, G. & B.	24 1/2	24 1/2	25 1/2
Lilly, McNeil...	5 1/2	5 1/2	5 1/2
Minneapolis Co...	—	—	4 1/2
M. & H. Co...	1	1	1 1/2
Do. Crt. Pfd.	5 1/2	5 1/2	5 1/2
Do. Pr. Pfd.	15 1/2	15 1/2	6
Morrell & Co...	—	—	40
Nat. Tea...	3 1/2	3 1/2	3 1/2
Proc. & Gamb...	50 1/2	50 1/2	50 1/2
Do. Pfd.	—	—	117 1/2
Rath Pack...	44	44	50
Safeway Strs...	37 1/2	37 1/2	38
Do. 5 1/2 Pfd.	112	111	111 1/2
Stahl Meyer...	—	—	3
Swift & Co...	21	20 1/2	21 1/2
Do. Int'l...	18 1/2	18 1/2	18 1/2
Truway Pork...	—	—	8 1/2
U. S. Leather...	3 1/2	3 1/2	3 1/2
Do. A...	6 1/2	6 1/2	6 1/2
Do. Pr. Pfd.	—	—	70
United Stk. Yds...	1	1	1 1/2
Do. Pfd.	—	—	6 1/2
Wesson Oil...	21	21	22 1/2
Do. Pfd.	69	69	70
Wilson & Co...	4 1/2	4 1/2	4 1/2
Do. Pfd.	67 1/2	67 1/2	68 1/2

**FINANCIAL NOTES**

Net income of United Stockyards Corp. and subsidiaries increased to \$70,108 for the three months ended April 30, from \$55,135 a year earlier. Profits equaled 16c a share on 431,000 shares of 70-cent preferred, against 13 cents a share for the 1940 period.

The New York Stock Exchange has admitted to the list and dealings the 20-year 2 1/2 per cent debentures of Swift & Company, due May 1, 1961. The exchange in turn struck from listing and registration the first mortgage 3 1/2 per cent bonds of the company which have been called for redemption.

Directors of A. C. Lawrence Leather Co. have declared a dividend of 25c a share on the capital stock, payable June 20 to all shareholders of record on June 2.

Armour and Company has declared a quarterly dividend of \$1.75 a share on its Delaware stock, payable July 1 to all shareholders of record on June 10.

A quarterly dividend of 75c has been declared by American Hide and Leather Co. on the 6 per cent preferred stock, payable June 30 to all stockholders of record on June 19.

**TO MAKE DRY SAUSAGE**

There are 42 dry sausage formulas in "Sausage and Meat Specialties."

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A-1 SAUSAGE MAKER can make full line Sausage Loaves and Specialties. Ham and bacon. References now in Chicago. W-270, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Manufacturing Superintendent

High class man with very wide experience in the manufacture of high class sausages, bologna, dried sausages, meat specialties, mayonnaise, and complete line of all vacuum packed meats. Seeks connection with a good concern, which would like to build up big business. W-276, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

SAUSAGE MAKER OR FOREMAN, can produce all grades frankfurters, bologna, loaves, cure meats, handle help and figure costs. Will go anywhere. Best references, character and ability. W-280, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Equipment Wanted

WANTED TO BUY—A good 50 to 100 ton Steam Corliss Refrigerating Machine. Must be in First Class condition. John Wenzel Company, Wheeling, West Va.

WANTED TO BUY: One Ammonia Cylinder for 12 $\frac{1}{2}$ " x 18" Vertical York Ammonia Compressor, to be used on a style "A" frame. John Wenzel Company, Wheeling, West Virginia.

## Men Wanted

### Foreman Canning Department

Must be able to handle help efficiently and manufacture full line of canned meats. Good opportunity for the right man. Our people notified. W-274, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Casing Salesmen

Here's a real good opportunity for 2 good casing salesmen to make connections with a large packer to sell their hog casings, sewed hog bungs, imported graded sheep casings, N. Z. and Australian sheep casing cuts, etc. in Chicago and all states West. Liberal weekly drawings for traveling expenses against 7% commission for the right men. Our men know of this advertisement. Here is your chance. W-272, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

HAVE OPENING FOR EXPERIENCED RENDERING PLANT SUPERINTENDENT. Must be familiar handling Shop Fats and Dead Animal tonnage, dry rendering process. Ability handle help essential. Will also consider applications from experienced all around small Packing Plant superintendents having knowledge rendering business. W-281, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

WANTED BEEF COOLER MAN. Must know beef costs, grading, cutting, cooler sales and handling salesman. Small independent midwestern packer. W-283, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

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Advertisements on this page, 10c per word per insertion, minimum charge \$2.00. Positions wanted, special rate 7c per word, minimum charge \$1.40. Count address or box number as four words. Headline 70c extra. 70c per line for listings.

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INSPECT AT OUR SHOPS, 335 Doremus Avenue, Newark, N. J., our large stock of equipment, such as Meat Grinders, Stuffers, Kettles, Filter Presses, Lard Rolls, Tankage Dryers, Ice Breakers and Crushers, Mixers, Crushers and Pulverizers, pumps, etc. Send us your inquiries, we desire to serve you. What have you for sale? We buy from single item to a complete plant. CONSOLIDATED PRODUCTS CO., INC., 14-19 Park Row, New York City, N. Y.

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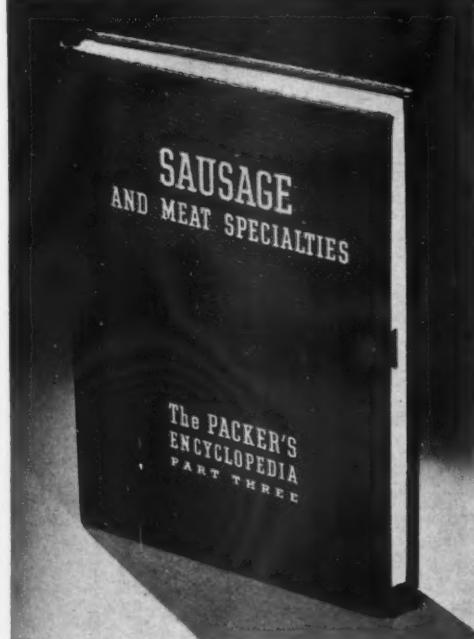
43T Self-Emptying BUFFALO Silent Cutter  
43 B Standard Buffalo Silent Cutter  
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1000 lb. BUFFALO Mixer  
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W-279 THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

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FOR SALE Small Packing House, all equipment. Ready to operate. Write W-262, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

For sale, modern, fully equipped, operating sausage plant, with good volume of business. Space for slaughtering, processing with trackage. Wonderful opportunity for distribution of sausage, meat and by-products. Located near Twin Cities and packing plants. Caf supply full details, also photo to any interested parties. As owner has other interests, will sell for cash, terms or partnership basis. Louis E. Berg, South St. Paul, Minnesota.



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**THE NATIONAL PROVISIONER**  
407 So. Dearborn St.  
Chicago, Illinois

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*While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of a change or omission in this index*

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*and Calls for Red Hots and Wiener Roasts*



What is a picnic without its accompanying sandwiches of buns and red-hots with plenty of mustard or horseradish?

And what is a red-hot if it is not made of the best ingredients and cut properly so as to make it appetizing and palatable?

No matter how good the ingredients may be, if they are not properly prepared and minced, to give that smooth luscious joy from first to last bite, they have no appeal to the public.

Assure yourself and your customers that your sausage is free of lumps and gristle.

The "BOSS" Silent Cutter will give you the greatest assurance of overcoming this fault. It cuts the meat finer than has ever been possible with any other type of cutter, and permits prolonging the cutting period to completely mince the meat into the minutest particles without danger of "scorching" or "shortening" your finished product.

Install a "BOSS" Cutter and assure yourself and your customers

**Best Of Satisfactory Service**



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**"THIS CIRCLE U  
DRY SAUSAGE CERTAINLY  
MAKES A HIT  
WITH ME!"**

AND that's getting to be an old story. Not only are men singing its praises when they sit down for a snack, but women are including dry sausage in their menu planning for parties, and light suppers. The dry sausage they prefer is one with the uniform quality and flavor—of the type to be found in Circle U.

This uniform quality and flavor of Circle U dry sausage assures housewives of a high standard for their table. And the wide variety to be found in the Circle U line offers a kind of dry sausage to appeal to the tables of every individual taste preference.

With its increasing popularity, Circle U offers packers, jobbers, wholesalers, provisioners and sausage manufacturers an opportunity for increased volume, more profits. For more information, drop us a line today.



**"IT MAKES  
A HIT WITH  
ME, TOO!"**

**OMAHA PACKING COMPANY • CHICAGO**



